FINANCIAL TIMES

Start the week with...

Car making
A leap in the dark
Haig Simonian, Page 17

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Advertisers eyeball the Net
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Today's survey
Switzerland
Pages 27-30

World Business Newspaper http://www.FT.com MONDAY MARCH 17 1997

Europe limits its Albanian help to sending advisers

The European Union pulled back from sending troops to Albania, offering instead military and police advisers to help the new government in Tirana to restore order. The scaled-down proposal followed a weekend debate among EU foreign ministers in the Netherlands, marked by divisions between France and Germany. Page 18

Latin American wealth gap being kept in check

The gap between rich and poor in Latin America has not lessened in the 1990s, but would be even greater had it not been for economic reforms aimed at increasing the role of market forces, say economists of the Inter-American Development Bank. Page 5

Warren Buffett, the US investor known as the Sage of Omaha, says his Berkshire Hathaway investment company would lose no more than 1.5 per cent of its market value ($600m) from a "super-catastrophe" such as a big earthquake. Page 19

Derivatives bill moves in US: The US House of Representatives' version of a bill for deregulating derivatives markets could be ready for consideration by the full House by August, a committee reported. Page 5

Jordanian king mourns with Israelis

Jordan's King Hussein, left, knelt in mourning with the families of seven Israeli schoolgirls gunned down by a Jordanian soldier last week. The visit, designed to re-establish Jordanian credibility and the king's role as a peacemaker, came at the lowest point in relations between Jordan and Israel since they made peace in 1994. Page 4

Royal Dutch Shell, the largest international oil company, is to invite environmental and human rights groups to participate directly in some of its more sensitive projects. In a radical departure from past practice, the Anglo-Dutch group says the early involvement of such groups will be standard practice, especially in areas such as Africa and Latin America. Page 19

Beijing confident on human rights vote: Chinese foreign minister Qian Qichen has expressed confidence that any attempt by the international community to condemn Beijing before the UN Commission on Human Rights will fail as it has in the past. Page 4

HK business chiefs criticised: Martin Lee, chairman of Hong Kong's largest political party, attacked business people for keeping silent about what he described as the threat to the territory's freedoms after the takeover by China in July.

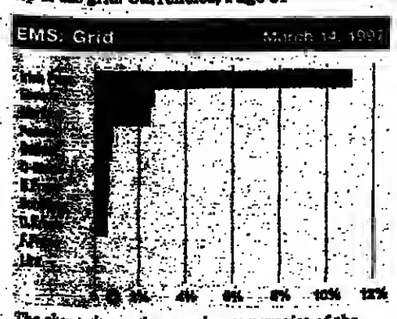
Helsinki summit delay: The White House said US president Bill Clinton's recuperation from knee surgery would mean the postponement by one day of his Helsinki summit with Russia counterpart Boris Yeltsin.

Philippines studies gun ban: A presidential commission in the Philippines wants to ban civilians from owning or carrying guns and have new laws to facilitate the arrest of kidnapping suspects. President Fidel Ramos has asked senior aides to study the proposals.

City of London plans own net: Financial institutions in London's City financial district would conduct securities transactions and get market information on their own version of the Internet, under plans by a leading consultancy. The proposed web, called Port, would subsume about 100 existing networks such as Reuters, Swift, Crest and Chaps. Page 7

French doctors protest over curbs: Several thousand doctors and striking interns at state-run Paris hospitals staged a protest march over new rules limiting how much money they spend in their practices.

European Monetary System: The Italian lira took over bottom place in the EMS grid from the French franc. The Danish krone fell four places. The Irish punt remained firm at the top of the grid. Currencies, Page 31



The chart shows the member currencies of the exchange rate mechanism measured against the weakest currency in the system. Most of the currencies are permitted to fluctuate within 15 per cent of agreed central rates against the other members of the mechanism. The exceptions are the D-Mark and the guilder which move in a 2.25 per cent band.

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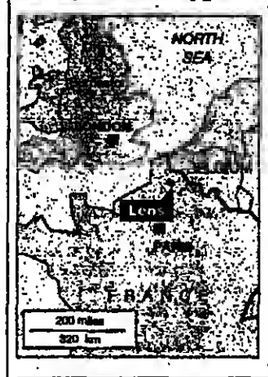
Japanese motor giant seeks to increase its European sales by 50%

Toyota set for $1.6bn car plant in France

By Tim Burt in London

Toyota, Japan's largest car manufacturer, is considering plans to build a $1.6bn car plant in Lens, northern France, in a bid to increase European sales by 50 per cent by 2000.

Toyota has told suppliers that the new plant, due on stream by the end of the decade, would initially produce 100,000 vehicles a year and have a capacity of 200,000.



The proposal – expected to be discussed by the Toyota board on May 10 – emerged as 40,000 people demonstrated in Brussels yesterday against plans by the French carmaker Renault to close down its Vilvoorde plant near Brussels.

Hundreds of Renault workers from Vilvoorde were joined by demonstrators who arrived from around Belgium in 23 trains and 500 coaches, and from Renault factories in France, where the carmaker is also cutting 2,700 jobs.

If approved by the Toyota board, the plant at Lens would represent the group's largest single investment in Europe since the 1992 opening of its $1.4bn UK assembly and engine plants at Burnaston, Derbyshire, and Deeside in north Wales. It could create

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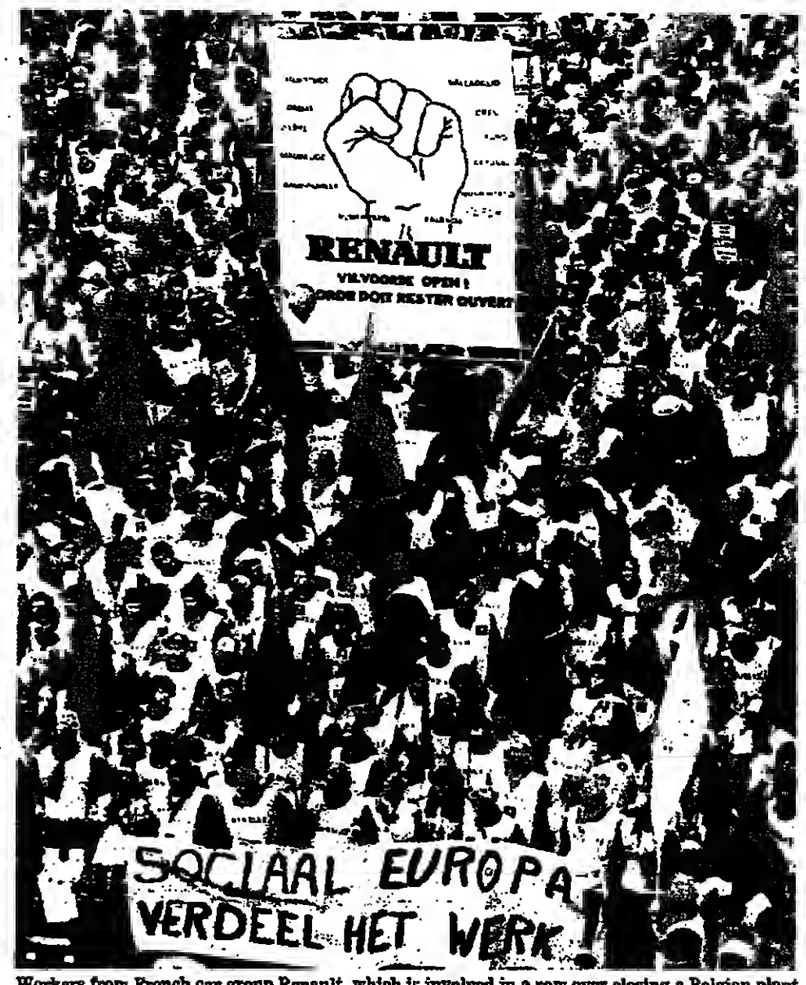

Workers from French car group Renault, which is involved in a row over closing a Belgian plant, join a march for jobs in Brussels yesterday. Report, Page 3; Merger warning, Page 19 Reuter

US forces to buy British light artillery

$500m order could bring further weapons deals

By Bernard Gray in London

The Pentagon will announce late tonight that one of two British companies has won an order worth around $500m for light field guns, despite pressure from its own domestic industry for the order to be placed in the US.

Either British Aerospace's Royal Ordnance division or VSEL, a subsidiary of the General Electric Company, will win the order to supply field guns to the US Marines. The contract could eventually be worth between $1bn and $2bn if the US Army follows the Marines' lead, as is likely.

Victory for one of the British manufacturers in the heavily-protected US market is highly unusual and is likely to lead to further orders from other countries which often follow the US lead in weapons procurement. Light guns are increasingly used by the rapid reaction forces instead of Nato's old heavy armour, as western doctrine moves towards more mobile forces.

The order is a vindication of the British government's campaign to open a "two-way street" in arms procurement between the UK and the US. Mr Michael Portillo, the British defence secretary, was in Washington last week lobbying for the British companies to win the light gun order when he met Mr William Cohen, his US counterpart.

The UK currently has $4bn of US arms on order, while the US has a backlog of only $1bn worth of British defence goods. On average, the arms trade between the two countries sees US companies winning orders worth twice that of their British counterparts.

The British government has been arguing with the Pentagon that the imbalance must be corrected, and the UK lobbied strongly last year for the Pentagon to buy the British Aerospace advanced short range air-to-air missile.

That contract eventually went to Hughes of the US, however. Pressure from Mr Portillo for the US to open its market has increased in recent visits to Washington.

Victory for one of the two British competitors has come despite pressure from the US industry to place the order with domestic manufacturers.

US aerospace giant Lockheed Martin had been developing an alternative to the two British competitors' guns, while other US manufacturers had been lobbying the Pentagon to abandon the competition and start again with US companies.

Royal Ordnance has teamed up with US company United Defence to offer its Light Towed Howitzer, while VSEL had tied up with Textron Marine and Land Systems for its bid with the Ultra-light-weight Field Howitzer. Both weapons fire the same Nato standard 155mm artillery shells.

The winner will have a three-year contract to develop the designs up to US standards, with eight test guns being built. The follow-on order for 190 guns for the US Marine Corps would follow.

The US Marines and US Army could need more than 1,000 weapons in total to replace the current M198 155mm guns, in an order likely to be worth well over $1bn.

Germany leads EU in beef exports after ban on UK

By Alison Maitland and Maggie Urry in London

Germany has become the biggest beef exporter in the European Union since the BSE crisis erupted a year ago.

It has overtaken France, Ireland and the Netherlands to move into lead position as the biggest gross exporter of beef, increasing its exports by 3 per cent to 440,000 tonnes last year, according to unpublished figures compiled by the Irish Food Board.

Britain's worldwide beef exports were cut off a year ago after the government revealed a probable link between BSE, or mad cow disease, and a new form of Creutzfeldt-Jakob disease, the fatal human brain condition. In 1995 the UK exported 270,000 tonnes, making it the EU's fifth or sixth biggest exporter.

Ireland remains the EU's biggest net exporter, exporting much more than it imports, according to Irish Food Board figures based on government statistics and trade sources.

Beef consumption in the EU dropped by about 10 per cent in the wake of the BSE crisis, causing prices to plunge – which means Germany's 1996 exports will have been worth less than in 1995.

Now Germany's new lead is likely to fuel resentment in the UK meat industry over the continuing export ban and the extra public health controls imposed on British producers.

Mr Mick Sloyan, economist at the UK's Meat and Livestock Commission, said: "I would not be surprised if [German beef] was turning up on markets that the UK used to sell to."

Ms Jenny Burt of the International Meat Trade Association said EU export tonnages to third countries had not fallen, and the hole left by absent UK exports had been filled by other EU countries.

Meat producers and politicians, meanwhile, are also concerned that beef is being imported into the UK which does not meet stringent British requirements for the removal of potentially dangerous offal.

Last week a European Commission report based on inspections in 13 member states revealed that lax controls were preventing the detection of BSE in some countries and that infected offal might still be entering the food chain.

The Irish Food Board said the BSE crisis had led to fundamental changes in trade flows in beef, with big exporters such as Ireland selling a larger proportion of their exports outside the EU.

Germany is believed in the trade to have exported more to Russia and Turkey. Ireland is competing with Germany for the substantial Russian market despite a Russian ban on beef from eight of its 26 counties because of BSE.

Beef crisis one year on, Page 6

Korea and Cuba fuel surge in exotic debt markets

By Edward Luce

A surge in speculative demand for defaulted North Korean and Cuban loans has boosted the price of "exotic" debt by almost 50 per cent since the start of the year, according to bond traders in London.

Speculation that the US will soon scrap its economic embargo on North Korea has led to heavy buying of Pyongyang's debt, pushing its price from 20 per cent to 32 per cent of its face value over the last two months.

Similar calculations that Washington will abandon the Helms-Burton Act – which imposes penalties on foreign companies investing in Cuba – has boosted the price of Cuban paper from 21 per cent of face value to almost 30 per cent since January 1.

Meanwhile the price of defaulted Iraqi loans has risen from 18 to 25 per cent of their face value this year on expectations that the UN oil embargo will be lifted.

Most exotic debts are lapsed syndicated bank loans which countries have either refused or been unable to service.

"This has been an exceptional year for exotic debt," said Mr Jerome Booth, a director at ANZ, the leading London market-maker in exotic paper.

Analysts say that speculators – mostly specialist hedge funds and sophisticated individual buyers – are moving into exotics for two reasons.

Firstly, they are betting that the world's remaining hard-line regimes will be admitted into global capital markets sooner than many think.

This would trigger a steep rise in exotic paper in advance of either a debt restructuring plan or simple debt-for-equity swaps.

Immediately before the US lifted its economic embargo on Vietnam in 1994 the value of Vietnamese debt shot from 25 per cent to over 80 per cent of its face value.

Investors are hoping they can make equally large profits

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Brussels in drive to head off crisis with Turkey

Ankara promised it will get equal treatment on EU entry

By Lionel Barber in Apeldoorn

European Union foreign ministers yesterday sought to head off a crisis with Turkey, reassuring Ankara that its attempt to join the Union would be treated in the same way as other central and eastern European countries.

The EU statement marks an attempt to repair the damage caused this month when centre-right leaders led by Chancellor Helmut Kohl of Germany appeared to rule out Turkish membership.

The Christian Democrat snub infuriated the Turkish government, which – strongly supported by the US, Britain and France – pressed for a more conciliatory EU position ahead of the weekend meeting of EU foreign ministers in Apeldoorn, the Netherlands.

Mr Hans van Mierlo, the Dutch foreign minister, who chaired the weekend talks, said yesterday that Turkey had an association agreement with the EU going back to 1963.

"Turkey is... recognised as having a European future and will be judged on the same basis as other countries," he said. Other ministers were blunter. "Turkey has the right to join the EU and that right has to be confirmed forcefully," Mr Hervé de Charette, French foreign minister, said.

By reaching out to Turkey, EU foreign ministers distanced themselves from the message sent by centre-right heads of government from Belgium, Germany, Italy, Luxembourg, and Spain.

"We don't want to create a new religious Berlin wall in Europe today," said a British official. The EU position suggests that Turkey may win a seat in a future European conference on enlargement of the EU likely to open early next year, though no EU commitment was forthcoming yesterday.

France has successfully pushed the idea of a standing conference in order to send a signal to countries excluded from the first wave of EU enlargement that they are part of the extended European family and can expect to join in future.

Ten central and eastern European countries have applied to join the EU: the Czech Republic, Poland, Hungary, Slovenia, the Baltic states, Slovakia, Bulgaria, and Romania.

Ministers left open whether the EU would begin accession negotiations with all 10 applicant countries – the "regatta option" – or follow the European Commission's favoured approach of "differentiation". This means selecting countries such as the Czech Republic, Hungary and Poland, which have the most realistic chances of early membership, most likely around 2002-2003.

Accession talks with Cyprus are also due to open around the turn of the year.

This is a sore point with the Turkish government which has also threatened to block Nato's planned enlargement to central and eastern Europe unless its candidacy for EU membership is treated fairly.

Countries left out of the initial enlargement wave will receive stronger political and financial support from the EU, including more funds from the Phare aid programme and a more intensive range of contacts with the EU to prepare for future accession.

Albania's navy and dozens of boats are clogging Italy's ports

Thousands flee in Albania exodus

By Robert Graham in Brindisi

Since ancient times the barbour of Brindisi has been likened to a stag's head. Once past the mighty Norman fortress and through a narrow head, the inner waters branch antler-like into two deep basins.

Over the past four days these "antlers" have been clogged by a ragged flotilla of vessels overflowing with desperate people fleeing the anarchy in Albania. Brindisi bas absorbed most of the nearly 5,000 who have come across the Adriatic aince Thursday. It has been the biggest maritime exodus from a country in Europe since the second world war.

Saturday witnessed the largest influx. By the evening 25 Albanian boats had limped into port with their sorry buman cargoes, usually forced to stand on cramped open decks for a slow 10-hour crossing in choppy seas from Durrës. With some 20 more boats showing on coastguard radar, it was then decided to close the clogged-up port.

Brindisi's plight underlines how the anthorities have been caught off guard.

At the beginning of last week, official Italian policy was to refuse entry to Albanians, returning them usually via the daily Brindisi-Durrës ferry. Now it bas been obliged to adopt a policy of giving temporary humanitarian residence to the majority who have no proper papers.

Foreigners, covered by US troops, are evacuated from Tirana by helicopter yesterday Reuter

The government's emergency provision for 3,000 beds also seriously underestimated the size of the exodus.

Yesterday the mayors of the main cities in Puglia on the Adriatic seaboard opposite Albania said they could no longer cope with the number of refugees. The Albanians were being accommodated in deserted barracks, temporary housing on industrial estates, in containers at military bases and in voluntary agency care centres. Of these 2,670 were at Brindisi and last night the government was making arrangements to transfer some to other regions.

All maritime traffic coming from Albania is now being diverted north to Bari or south to Otranto. The quays of Brindisi, meanwhile, had been turned into a time-capsule of maritime history dating in some case back to the 1930s – rusting coastal traders, clapped-out fishing boats, and the pathetic relics of Albania's cold war navy supplied by the Chinese and Russians.

The naval docks at Brindisi are harbouring at least 25 units of the Albanian navy, mainly torpedo boats, minesweepers and coastal patrol boats. There is also one corvette, which went aground early yesterday off Brindisi while carrying 800 people aboard.

Almost three quarters of the Albanian navy has taken refuge in either Brindisi or Otranto. This has created an unprecedented international situation, since in some cases the vessels have been brought by members of the navy loyal to the Berisha presidency, in others by mutineers; and in still others by civilians who have commandeered them at one of Albania's four naval bases.

The 250-odd Albanians identified as military are being kept separate under naval supervision. All have requested political asylum, as have almost 100 others who claim to have been associated with the regime in a compromising way (such as in the secret police).

Among the civilians coming off the boats, the most common refrain is: "We fled because there was no food, no electricity and we were terrified for our lives." They claim they will return as soon as feasible.

Says an Italian coatsguard observing them coming ashore: "They may say they want to go back; but they'll now be allowed to stay here three months, long enough to find an excuse to stay."

Before the Albanian crisis, 900 Albanian economic migrants had this year been caught entering Italy illegally. Probably double that number have escaped the police net, coming across the 70km of water in fast launches run by the Albanian and Italian mafias. One of tbe mysteries of the events of the past few days is the way these launches have disappeared.

'If Berisha resigned we would stay'

By Guy Dinmore in Durrës

Several thousand Albanians camped out in the Adriatic port of Durrës yesterday, desperate for any ship to take them away and encouraged by reports that Italy was setting up refugee centres in expectation of an exodus.

"I have been here for four days and nights," said Mr Samir Paja, who was expelled from Italy in 1991 when some 40,000 Albanians fled across the Adriatic in the chaos that accompanied the breakdown of communist rule. "We want our government to calm down the situation. If Berisha resigned we would stay," Mr Paja said.

"There's no bread, no water, no electricity in Durrës," said Mr Ilia Bregu, who like many Albanians lost most of his money with the collapse of frauduleot pyramid investment schemes, the spark that triggered the mass insurrection in southern Albania.

Mrs Etleva Lalaj, six months pregnant, came to Durrës from Tirana in the hope of escaping "even if I have to swim". She carried just a change of clothing. "The government bas reduced us to this. The country is heading for civil war," said her husband Steven.

Smoke billowed from the port's customs house, and warehouses had been left stripped bare following an orgy of looting on Friday.

On a hill overlooking Durrës, children vandalised the pillaged remains of the summer palace used by King Zog until he fled into exile in 1939. A gang with no-one older than 10 pushed giant marble balustrades until they crashed down the stairwell. Shattered chandeliers littered marble floors. Baths and toilets were ripped out and smashed.

"I don't care about the royal family or the president. They're all scum," said a woman who gave her name as Mimosa. She dragged away a door which she said would make useful firewood for her family of seven children.

Just outside Durrës Turkish commandos came ashore to evacuate about 250 Turkish citizens sheltering among looted villas in a government complex. A Turkish warship lay off the beach. US marines joined the operation.

Armed gangs looted several villas rented by foreign companies, including Ada Air of France, the Canadian construction company Globex and the Croatian oil company Inanaftaplin.

For British businessmen tha hero of the day was Mr Luli Braci who, armed with his own Kalashnikov, saw off a gang of looters intent on pillaging a villa used by Incat, a British construction and trading company.

Political prima donnas hinder La Scala

By Paul Betts in Milan

A classic Italian political imbroglio is threatening to scupper an ambitious two-year, L140bn ($82.54m) project to refurbish and modernise La Scala, the world's most famous opera house and Milan's most famous symbol.

Mr Carlo Fontana, La Scala's superintendent, warned in an interview that unless Milan's local political parties gave the green light to the project before the end of this month it would be impossible to go ahead with the restoration.

"It is one of those everlasting and typically Italian sagas," Mr Fontana said sadly.

The two-year restoration and modernisation programme was proposed in 1991 and the local authorities agreed 12 months ago to transfer La Scala to a new theatre to be built in the city's old industrial district of La Bicocca. But a complex series of political disputes and administrative obstacles has delayed the project.

"Unless the decisions are finally taken, the new Bicocca theatre won't be ready in time and in turn the restoration of La Scala won't be completed for the centenary of the death of Giuseppe Verdi on January 27 2001."

Mr Fontana insisted the opera and ballet company would only move out of its historic home if it was guaranteed to be back in time for the Verdi celebrations.

The issue is expected to dominate the city council's last regular meeting today before local elections on April 27 to appoint a new mayor. It will also be the subject of a public hearing which is expected to be a highly operatic affair.

At the root of the problem appear to be efforts by political opponents of Mr Marco Formentini, the Northern League mayor, to prevent his administration taking credit for one of the most prestigious projects to be undertaken by the city in decades.

The involvement in the project of the Pirelli tyre and cables group has also contributed to the controversy and the politica delays. "After the *tangentopoli* ['bribesville'] scandals there prevails a climate of suspicion in Italy," Mr Fontana explained. "People seem to believe that there is some murky private interest behind every project of this kind."

Pirelli, which owns a stak in Milano Centrale, the company co-ordinating the Bicocca project, had made the only proposal to develo a new theatre to house La Scala, Mr Fontana said. Th tyre group has already contributed L5bn to the project and will channel L27bn more under a fiscal mechanism allowing companies to offset propert taxes against programmes i the public interest. Pirelli says it "won't make a lira" out of the project, although it acknowledged that the venture would clearly help boost the company's image

"If the project does not g ahead it will be a great missed opportunity for Milan," Mr Fontana said. Most Milanese agree La Scala is by far the city's most representative and important institution.

Chubais structural reform drive faces a stern test

By Chrystia Freeland in Moscow

The reformist drive led by Mr Anatoly Cbubais, Russia's first deputy prime minister, appears to be running into stiff opposition before it has even begun.

Mr Cbubais, wbo last week withdrew government subsidies from two infloential companies – Norilsk Nickel and Yukos, an oil producer – has antagonised some of Russia's most powerful business interests and they have begun lobbying to prevent him from appointing his protégés to key government posts.

Delays in announcing the new cabinet, whose composition was expected to be made public last week, appear to be a result of this intense infighting.

The reform drive has also aroused stiff resistance from some of Russia's powerful regional leaders, including the Moscow city government, which has vowed not to implement proposed bousing reforms.

Housing reform, which would sharply raise the price of rents and utilities for most Russians, is part of a bold programme of structural reforms announced by Mr Boris Yeltsin, the Russian president, in a state of the nation address earlier this month.

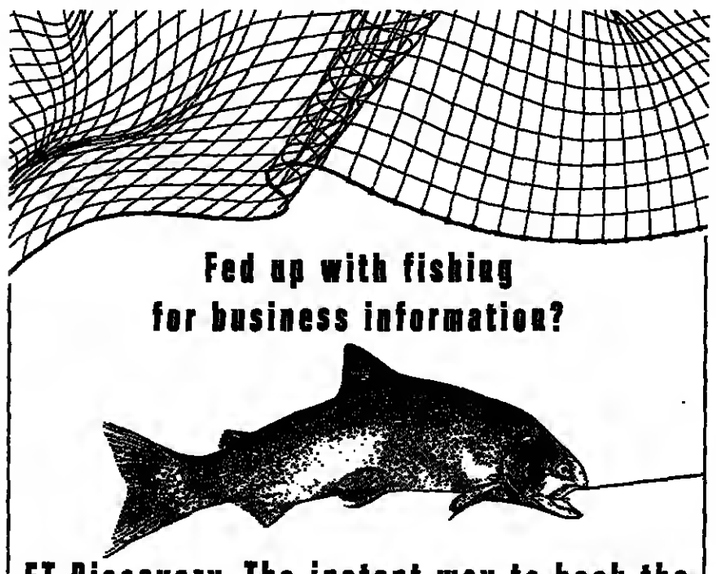
The changes are vital if the federal government is to resolve its acute fiscal crisis, which has led to delays in the payment of wages and pensions of several months.

In the opinion of Mr Valery Shantsev, the deputy mayor of Moscow, the federal proposal to bring the price of rents and utilities in line with their market costs is theoretically sound but impossible to implement because of the impoverishment of ordinary Russians.

Last year's regional elections, which made local leaders independent of the Kremlin and directly accountable to their constituents, seems likely to stiffen opposition to the reforms, even if they are being led by Mr Chubais.

"Chubais could just be sacked again tomorrow," Mr Shantsev said. "But Yuri Mikhailovych [the mayor of Moscow] will be here until the year 2000."

In another sign of the shift in political power from the federal government to the regions, two of Russia's most authoritative provincial governors, Mr Boris Nemtsov, of Nizhny Novgorod, and Mr Konstantin Titov, of Samara, have recently refused offers to join the cabinet.



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Waigel sees fresh hope on tax reform

By Ralph Atkins in Bonn

Mr Theo Waigel, Germany's finance minister, last night predicted a resumption this week of crucial talks with the opposition Social Democratic party (SPD) over tax reforms which could boost the country's chances of meeting budget criteria for European economic and monetary union.

His comments signalled fresh hope within the Bonn governing coalition of averting a parliamentary blockade this summer by the SPD, which dominates the Bundesrat, the second chamber of parliament. Mr Waigel indicated compromises were possible in several areas – including on the government's plans to tax holiday and night working which had been rejected by the SPD.

An early agreement could see substantial chunks of the government's tax reform package being introduced in 1998 – a year earlier than originally envisaged by Bonn – providing an impetus to the sluggish German economy that would reduce the burden of high unemployment on the federal budget. The SPD had pulled out of tax talks because of a dispute, resolved late last week, over coal industry subsidies.

Mr Waigel faces tbe ambarrasment today of admitting to a meeting of European finance ministers in Brussels that Germany expects this year public debt equivalent to 61.5 per cent of gross domestic product. This compares with the 60 per cent target set in the Maastricht treaty for members of the new European single currency.

Bonn argues debt inherited from the Treuhand – the agency which privatised eastern German industry – exaggerates the total and represents a legitimate "exceptional and "transitory" factor.

Mr Waigel said last night that procedures for tax talks with the SPD would have to be agreed before Easter. To boost economic growth, a deal in the first half of the year was needed. "We are dependent on one-another. We must negotiate together responsibly." On progress towards meeting the Maastricht criteria, he said: "The convergence determines the timetable and not the timetable the convergence."

Separately, Mr Oekar Lafontaine, SPD leader, said he was prepared to talk about tax reform with Chancellor Helmut Kohl. But his support was conditional on a tax package aimed at reducing unemployment – adding that a "stubborn insistance" on adhering precisely to Maastricht targets was economically inappropriate given high joblessness.

Brussels move on dumping a 'violation'

By Jenny Luesby

Brussels will this week try to push through its most controversial anti-dumping action in years, despite evidence that the move represents a "gross violation" of the Uruguay Round world trade agreement.

The European Commission plans to impose duties of up to 36 per cent on of unfinished cotton fabric imports worth £400m from India, Pakistan, Indonesia, China, Egypt and Turkey.

Three months ago, it introduced the duties on a provisional basis, even though nine of the EU's 15 member states said they would oppose the action when it came to a vote.

On Thursday, three months ahead of schedule, Brussels will put the action to a vote, in an effort to secure majority support for a five-year levy.

However, research out this week claims the Commission's actions have failed to satisfy WTO rules on every count.

Mr Brian Hindley, reader in trade policy at the London School of Economics, says Brussels has not established that dumping took place, or that it caused injury, or that the EU will benefit from anti-dumping duties.

In testing for dumping, Brussels used a pricing calculation which was outlawed during the Uruguay Round. This method looks for lower prices in Europe than elsewhere, but excludes the highest prices charged in Europe and the lowest prices charged elsewhere.

"This method can create dumping margins where none exist, as well as inflating real margins," says Mr Hindley.

The second WTO condition for anti-dumping actions is that the dumping should cause injury to local producers. However, the exporters named in the action have suffered from a static market share, simply because their sales are limited by quotas.

It is other exporters that have raised market share.

Finally, Brussels must show that an anti-dumping action will not injure more people than it protects.

In this case, textile companies and industry federations claim a death blow will be delivered to many of their European operations if the action proceeds.

Europe processes three times more cotton fabric than it manufactures, with thousands employed at dyeing, printing and finishing plants.

Mr Neville Bain, outgoing chief executive of Coats Viyella, Europe's largest clothing and textiles company, says duties on unfinished fabric would put 7,000 jobs at risk in the UK alone.

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INTERNATIONAL NEWS DIGEST

Bangladesh gas bidding opens

The government of Bangladesh opened the bidding for gas exploration rights around the country to international oil companies at the weekend. Dozens of international oil companies, including soma of the industry giants from the US, Europe, and Japan, have lined up to bid for 15 blocks covering eastern and central parts of the country.

"This bidding round is a stepping stone towards Bangladesh's prosperity," said Mr Nuruddin Khan, energy minister. International oil companies have been encouraged by recent discoveries of substantial reserves of gas both in the Bay of Bengal and on land which have pushed the country's proven reserves to more than 10,000bn cobic feet.

The government has agreed to the demands of a number of oil companies to invite experts from the World Bank to sit oo the review board which will examine the bids. The oil companies have three months to submit their detailed proposals. *Kasra Naji, Dhaka*

Venezuela razes jail

In an effort to underscore Venezuela's commitment to improve its dismal penitentiary system, Presideot Rafael Caldera yesterday supervised demolition of the country's most notoriously inhumane prison. In a working-class neighbourhood of Caracas, Catia jail was seen as the symbol of crime, corruption and human rights violations within the country's prison system.

Only last week tha Washington-based watchdog, Human Rights Watch, said that along with Brazil, Venezuela had Latin America's worst prison system and human rights violations there had increased in recent years. *Raymond Colitt, Caracas*

Nigeria local elections

Electoral officials and ministers in Nigeria's military government yesterday praised the large turnout and peaceful conduct of local elections on Saturday as confirmation of the country's progress towards a return to democracy. The poll was the first multiparty contest since the military terminated its previous eight-year transition programme in 1993. Mr Sumner Dagogo-Jack, chairman of the National Electoral Commission, brushed aside reports of poor organisation and fraod at some of the 100,000-plus polling stations, describing the exercise as "very impressive". Even in Abeokuta, the home town of several prominent opposition figures, including Mr Moshood Abiola, General Olusegun Obasanjo and Mr Wole Soyinka, voting was brisk. *Antony Goldman, Lagos*

Sierra Leone rebel deposed

Officers of the Revolutionary United Front (RUF), the Sierra Leonean rebel group which last November agreed to end a five-year civil war, have announced the overthrow of Corporal Foday Sankoh, the movement's founder and leader. The declaration came amid speculation of a new, clandestine regional initiative to inject life into the stalled peace process.

From its base in the Ivory Coast commercial capital, Abidjan, the new RUF command accused Corporal Sankoh, a former itinerant photographer, of "prolonging the suffering of the people" and of preparing for a return to war. Corporal Sankob himself is at present in Nigeria, according to the military, as "a guest of the Ministry of Foreign Affairs". *Antony Goldman*

Zaire residents look to rebels

'When Kabila comes everyone, but everyone, will join him.' **Michela Wrong** reports

A new vehicle recently made an appearance in Lubumbashi, capital of Zaire's southern Shaba province. Residents were startled by dark green lorries, mounted with rocket launchers and helmeted soldiers, rolling through their colonnaded centre.

It was not immediately clear whether the artillery was destined to oppose Mr Laurent Kabila'a Alliance of Democratic Forces, whose rebel campaign marked a turning point with the capture of Kisangani at the weekend, or whether it was an army display aimed at intimidating an increasingly hostile population.

For the anger on the streets of Zaire's second-largest city is palpable. The unemployed men thronging the streets no longer seem to care whether their fury and frustration is overheard by the Snip security police.

"When Kabila comes everyone, but everyone, will take up arms and join him," promises a student, one of the youths who danced the night away after Kisangani's capture was announced. "This is Kabila's home province and he is one of us. We are waiting for him to free us from these thieves."

When it comes to winning the hearts and minds of the population, Mr Kabila has already triumphed in Shaba.

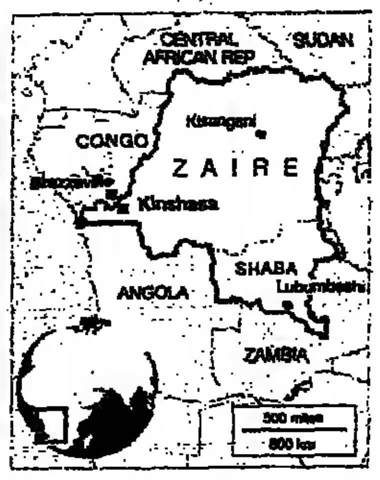
The refrain heard in Kinshasa, Kisangani and Mbuji-Mayi – that the rebels are liberators putting a welcome end to an oppressive dictatorship – is repeated here.

Only in Shaba the refrain is amplified, backed by a history of revolt against central government stretching back nearly four decades.

Ever since 1960, when Mr Moishe Tshombe declared the independence of Katanga – an announcement that brought United Nations forces flying in to shore up Zaire's territorial integrity – Shaba has considered itself a subjugated province squeezed by a greedy capital.

The chief source of its grievance lies in the 300 km concession running from Lubumbashi in the south-east to Kolwezi in the northwest: the rusting installations of state-owned Gecamines, an organisation that should by rights be the most profitable copper and cobalt mining company in the world.

Laurent Kabila, Zairean rebel leader, shows off new recruits in Uvira, Zaire, recently. The rebels have now stormed the city of Kisangani AP



"If the Zairean economy has managed to continue at all, it is thanks to Gecamines," says Mr Stephane Lukonde Kyenge, head of the local branch of Uferi, the party that has consistently campaigned for autonomy.

"For thirty years, Gecamines provided 70 per cent of the state budget and 80 per cent of foreign earnings.

"Wa helped the government and in exchange we were colonised a second time. At least when the Belgians were here some money returned to the province. Now it all goes up to Kinshasa. Nothing has been built, no schools, no hospitals."

Even after Mr Tshombe abandoned attempts at secession, local animosity towards central government repeatedly brought Zaire to the brink of disintegration. In the late 1970s western and African forces twice flew in to put down revolts by Katangese fighters.

Since then the quest for independence has never been far from the surface. The former governor deliberately fomented a climate of xenophobia that led to the 1992 expulsion of hundreds of thousands of ethnic Kasaians. He was suspended after declaring formal secession: President Mobutu Sese Seko decided he had gone too far.

Although to the visitor Shaba looks the least dilapidated of Zaire's provinces, locals complain that nothing has been renewed since the Belgians pulled out.

They chafe over potholed roads, omnipresant corruption, army harassment and the failure to pay civil service salaries.

Inflation, an annual 300 per cent in Zaire as a whole, is even higher here. This is because a series of new Zaire banknotes – derisively nicknamed "prostates" after the cancer that is afflicting Mr Mobutu – have been dumped on tha local market after being rejected by traders in Kinshasa.

Local bitterness has only been rendered more acute by the steady collapse of Gecamines. Systematic theft of equipment and massive smuggling of stocks by the staff, crippling levels of debt and the failure to reinvest earnings – funnelled instead to the government and Mr Mobutu – have brought tbe company to its knees.

In 1996 copper production was a miserable 38,000 tonnes, less than a tenth of its 470,000-tonne capacity.

Output of the more valuable cobalt was 4,000 tonnes, compared with capacity of 14,000-16,000 tonnes. The last time Gecamines turned a profit was in 1989. Salaries have not been paid for months.

Despairing of full-scale privatisation, Gecamines last year started negotiating small-scale, quick-profit joint ventures with foreign companies already involved in the privatisation of Zambia's copper industry across the border.

The first faint glimmerings of a possible mining recovery after decades of decline are lending new force to the battle for control between Shaba and Kinshasa. "We support these new contracts," says Uferi's Mr Kyenge, "but they must not be discussed exclusively with Kinshasa. These resources are located here, so let Katanga be the main interlocutor."

Once a strong supporter of Mr Mobutu, the opportunistic Uferi now proclaims its neutrality, but is clearly ready to jump ship should Mr Kabila's men prove victorious.

The guerrillas are currently confined to the eastern and northern fringes of Shaba. But humanitarian workers say that in a string of towns deeper inside the province, civilian authorities have forced local army contingents to leave rather than endure an anticipated round of looting and are now waiting to welcome the rebels.

Shabaians are also reported to be crossing south into Zambia in order to re-enter Zaire in occupied territory, where they can join the rebel movement.

With this kind of popular support Mr Kabila must have little doubt that be can capture Shaba if chooses to do so. But as a native of the province, he will be well aware that once the euphoria of Mr Mobutu's overthrow has passed, he will be dealing with a region whose longing for sutonomy calls for recognition.

US car groups may fit weaker airbags

By Leyla Boulton in Washington

The US government has issued new rules allowing carmakers to install less powerful airbags to avoid accidental deaths from the devices.

The decision permitting airbags to inflate with 20 to 35 per cent less force in new cars in the US follows the death of at least 38 children and 24 adults from airbags deployed in relatively low-speed accidents they should have survived.

Unveiling the new regulation, the National Highway Traffic Safety Administration said on Friday it was not "acceptable that a safety device [should] cause a significant number of fatalities in circumstances in which fatal or serious injnries would not otherwise occur".

Althongh NHTSA estimates that airbags have saved more than 1,700 lives in the US since 1986, the number of accidental deaths from airbags is believed to be higher in the US than in Europe. This is because while European standards assume occupants are wearing seatbelts, US airbags have had to be more powerful to protect an adult not wearing a seatbelt riding at a speed of up to 200mph.

But the NHTSA also suggested that the new standard, which brings that limit down to 160mph, could also reduce the number of lives saved by the bags.

"When you reduce the risk [for children], you also reduce the ability to save some people," said Dr Ricardo Martinez, the NHTSA administrator. "We've made a policy decision that it's more important to us to decrease the risk to children."

Many of the victims were either not wearing seatbelts or were infants sitting in front in baby seats.

The motor industry, which had lobbied for changes to the airbag rules, expects cars with the new bags to start appearing on the market this summer.

The rules were announced after NHTSA launched a six-month consultation period with the car and insurance industries, and other interested parties. But they also sparked a discussion over how many lives might be lost as a result of the weakening of the air bags.

The agency estimated that between 50 to 430 adults a year who might have been saved by the more powerful airbags might instead lose their lives. But these figures were disputed by car industry executives who said it was possible that no adult lives would be lost and certainly no more tban 50 would be lost as a result.

The government itself emphasised that the best guarantee of safety for drivers was for them to wear their seat belts at all times and never to let small children ride in the front seat.

China seeks to pre-empt UN on rights

Qian confident of avoiding censure again, says **Tony Walker**

Mr Qian Qichen, China's foreign minister, appeared last week to be daring the international community to test Beijing's support at the UN Commission on Human Rights now in session in Geneva.

"Since the beginning of the 1990s, the United States and EU countries have for six consecutive years tabled anti-China resolutions in Geneva, and every time they have suffered defeat," he said.

Ha added: "If they insist on doing the same thing this year, f can't see any different outcome."

Mr Qian's confidence that China will once again avoid censure seems well-founded in a process which has become an annual ritual with EU countries, whose commitment is, at best, lukewarm, failing to secure support for a motion decrying Beijing's human rights behaviour.

A European official in Beijing voiced a typical view saying: "Everyone realises the futility of the thing. It is a formulaic process which does not amount to much, but domestic political pressures require countries to press ahead with the motion."

European representatives are relnctant to talk about the issue to avoid offending the Chinesa, a concern which hardly suggests a strong desire to confront Beijing.

The Dutch, who hold the EU presidency and are therefore responsible for drafting the motion, have been seeking consensus, but have faced difficulties with the French, Italians, Germans and Belgians, all of whom are arguing for a softer line.

Mrs Madeleine Albright, the US secretary of state, who "told it like it is" on human rights during her recent visit to Beijing, said that Washington was likely to proceed with its support for the European motion, in the absence of a breakthrough.

China has indicated that it might yield to pressure on several human rights issues such as Red Cross access to prisons, but there is no sign it is willing to make gestures necessary to allay widespread criticism.

A European ambassador said there had been "no apparent change for the better" in the past 12 months. This was also the conclusion of the State Department in its Human Rights Report for 1996.

"Overall in 1996," it said, "the authorities stepped up efforts to cut off expressions of protest or criticism. All public dissent against the party and government was effectively silenced... No dissidents were known to be active at year's end."

But the report also noted: "Chinese society continued to open further. Greater disposable income, looser ideological controls, and freer access to outside sources of information led to greater room for individual choice."

China, in limp efforts to neutralise criticism, has indicated it is considering signing two internatiooal human rights covenants – the UN convention on civil and political rights and UN coovention on economic, social and cultural rights.

The US is pressing China to sign the covenants to counter persistent criticism in Congress of its human right record. Human rights issues have bedevilled Sino-US relations since the Tiananmen Square massacre of pro-democracy protesters in 1989.

Beijing has also told the International Committee of the Red Cross it is ready to restart negotiations on access to political prisoners in Chinese jails. But this process yielded littla progress in the past.

Under pressure from the US and others, China and the ICRC set up a technical commission of experts which met in April 1994, but a second meeting scheduled for March 1995 never took place because of Chinese uneasiness.

Human rights activists have expressed dismay over apparent lack of enthusiasm among European countries for censure against China at this year's Geneva session.

Ms Lotte Leicht, Brussels director of Human Rights Watch, the international human rights organisation, accused EU countries of simply going through the motions. "The greatest losers will be us," she said, "the human rights groups and the people whose rights are being violated."

HUSSEIN VISITS BEREAVED PARENTS

King Hussein of Jordan (centre) yesterday visited seven Israeli families mourning their daughters killed last week by a Jordanian soldier in an attempt to ease strained relations between the two countries, writes Avi Machlis in Jerusalem.

The girls were killed when a Jordanian soldier opened fire on a group of 13-year-olds on a school field trip to a tourist site dubbed the "Island of Peace", an enclave between Israel and Jordan. Tension between Israel and Jordan has mounted recently with Israel's determination to press ahead with plans to build Har Homa, a Jewish neighbourhood in occupied East Jerusalem.

Political analysts said they expected King Hussein to make a last-minute plea to Mr Benjamin Netanyahu, Israel's prime minister, to cancel the building project when the two leaders met in Jerusalem following their visit to the families.

Flanked by Mr Netanyahu and Mr David Levy, Israeli foreign minister, the king was warmly received at the bomes of the schoolgirls. "I feel that f have lost a child," the king told the bereaved Malka family in Bet Shemesh, a development of about 25,000 residents between Jerusalem and Tel Aviv.

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SPREAD BETTING ON OVER EIGHTY MARKETS CITY INDEX

CONTRACTS & TENDERS

GOVERNMENT OF PAKISTAN

CAPITALIZATION /FINANCIAL RESTRUCTURING OF
PAKISTAN INTERNATIONAL AIRLINES CORPORATION (P.I.A.C.) AND ITS SUBSIDIARIES
INVITATION FOR EXPRESSIONS OF INTEREST TO ACT AS FINANCIAL ADVISORY GROUP

The Government of Pakistan is considering the capitalization / financial restructuring of its national flag carrier, Pakistan International Airlines (PIA), during the 1997/98 period. The Government's objectives are to:

- Promote efficient development of air transport services;
- Promote private sector participation in the sector; and
- Generate the required investments to upgrade and modernize PIA's fleet.

The Government is planning a two-phase process for divestiture of a portion of its shares in PIA: (1) trade sale of a controlling block of shares to a strategic investor(airline operator); and (2) public offering of remaining shares in capital markets at a later date.

It is the government's intention to engage a qualified Financial Advisory Group (FA) to design, develop and implement the first phase of the process. The FA will be responsible for all activities related to the trade sale (or private placement) of shares through an equity increase in the airline to a strategic investor (i.e., capitalization of PIA to be between 50-100% of the existing equity base) and the strategy for the treatment of subsidiaries.

Expressions of interest to act as the FA to the Government of Pakistan is requested from world-class consortia, led by a first-class investment bank with ample experience in airline privatization, restructuring, mergers and acquisitions, a leading law firm with expertise in documentation, and a specialized consulting firm in the air transport sector (preferably dealing exclusively with the aviation sector or having a division with expertise in this field).

Prospective consortia are requested to send their expression of interest latest by 5:00 PM (local time) on **April 21, 1997**, along with relevant and detailed documentation demonstrating that they meet the above specified criteria to:

Mushtaq Hussain Syed, Joint Secretary
Privatization Commission
5-A Constitution Avenue, Experts Advisory Cell Building, Islamabad, Pakistan. Tel.: No. (92-51) 9205369-9205146, Fax No. (92-51) 9203076-9211692

Over 40,000 marching workers unite in anger against EU

By Neil Buckley in Brussels

More than 40,000 workers from around Europe marched through Brussels yesterday demanding action on unemployment and better protection for workers, in a protest which had as its main target the European Union.

Although the march was organised by Belgian unions and sparked by Renault's decision to close a Flemish assembly plant with the loss of 3,100 jobs, the EU bore the brunt of criticism for failure to protect jobs.

Renault workers from the Vilvoorde factory were joined by thousands of demonstrators who arrived from around Belgium in 23 special trains and 500 coaches, and from Renault factories in France, where the carmaker is also cutting 2,700 jobs.

Organisers claimed the march, which stretched more than 3km, attracted 70,000 people, although police estimated 40,000. It included delegations from Germany, Italy, Spain, the UK, the Netherlands, Portugal, Greece and Austria.

But in the heart of the self-styled "capital of Europe" – and a country normally unquestioningly pro-European – many banners carried slogans such as "This Europe – No Thanks", and "Europe Without Frontiers, Yes; Europe Without Jobs, No".

Mr Michel Nollet, president of Belgium's FGTB socialist union, told demonstrators: "You have come to Brussels to say no to a Europe ruled by money and competition, no to a Europe of restructurings, delocations and closures."

Mr Lionel Jospin, leader of the French Socialist party, said he joined the march "to say no to a conception of Europe than produces 18m people out of work and weak growth".

Mr Robert Hue, French Communist leader and another participant in the march, called the demonstration "the burial of the Europe of Maastricht".

The anti-European tone is likely to worry EU officials, who fear Renault's announcement could crystallise fears about the effect of EU policies such as the single market.

The European Commission has publicly criticised Renault for failing to respect EU directives on worker consultation, and promised to examine whether the directives need strengthening.

With EU members forced to cut spending in their efforts to qualify for monetary union, and unemployment reaching postwar records in countries such as Germany, jobs are a sensitive issue.

European trade unions are planning a series of marches across the continent in coming months, calling for employment creation to be made a priority in the reform of the Maastricht treaty, due to be completed in June, and for cuts in working hours. They also want tougher penalties against companies which ignore rules on worker consultation.

The European Union is to scrutinise its industrial aid programmes and those of individual governments to prevent multinationals amassing subsidies merely by relocating a production site from one member state to another, Gordon Cramb reports from Rotterdam.

Mr Padraig Flynn, the commissioner for social policy, said at the weekend this would form part of Brussels' response to Renault's decision to close its Belgian plant. Talks are also to be convened with businesses and unions in a bid to agree rules for such closures. The carmaker is shedding 3,100 jobs at Vilvoorde while intending to expand output at Valladolid in Spain.

Mr Flynn promised EU social affairs ministers meeting in Rotterdam: "On the question of whether companies are abusing the system by moving their activities in such a way as to maximise the aid they receive from public sources, including Community funding, I can tell you now that the Commission intends to address this issue very soon. You can rest assured that, if abuses are found, we will not hesitate to take corrective action."

West European new car registrations
January-February 1997

	Volume (units)	Volume Change (%)	Share (%) [illegible]	Share (%) [illegible]
TOTAL MARKET	1,990,306	-1.8	100.0	100.0
MANUFACTURERS:				
Volkswagen group	380,382	+2.5	17.5	16.7
– Volkswagen	232,254	-8.3	10.7	11.4
– Audi	80,456	+33.7	3.7	2.7
– Seat	52,019	+17.8	2.4	2.1
– Skoda*	15,651	+37.5	0.7	0.5
Fiat group‡‡	281,037	-0.5	12.9	12.7
– Fiat	233,756	+3.3	10.7	10.2
– Lancia	28,071	-7.5	1.3	1.4
– Alfa Romeo	18,892	-25.9	0.9	1.1
General Motors†	270,596	-3.3	12.4	12.6
– Opel/Vauxhall	259,251	-3.4	11.9	12.1
– Saab**	10,294	+8.4	0.5	0.4
PSA Peugeot Citroen	242,593	-10.8	11.1	12.3
– Peugeot	141,003	-12.9	6.5	7.3
– Citroen	101,590	-7.8	4.7	5.0
Ford group†	240,373	-9.7	11.0	12.0
– Ford	237,132	-10.0	10.9	11.9
– Jaguar	3,241	+14.5	0.1	0.1
Renault	210,141	-4.4	9.8	9.9
BMW group	127,861	+1.5	5.9	5.7
– BMW	64,404	+8.6	3.0	2.7
– Rover	63,457	-3.3	2.9	3.0
Mercedes-Benz	76,432	-3.1	3.5	3.6
Volvo	39,079	+24.7	1.8	1.4
Nissan	62,376	+1.8	2.9	2.8
Toyota	59,259	+14.7	2.7	2.3
Honda	33,740	-3.1	1.5	1.5
Mazda	30,395	+9.4	1.4	1.3
Mitsubishi	25,470	+12.4	1.2	1.0
Total Japanese	243,063	+7.8	11.2	10.2
Total Korean	41,670	+14.1	1.9	1.6
MARKETS:				
Germany	524,166	-3.4	24.1	24.5
Italy	405,000	+12.1	18.6	16.3
United Kingdom	369,700	+5.4	17.0	15.8
France	255,409	-29.4	11.7	16.3
Spain	142,690	+10.5	6.6	5.8

*VW holds 70 per cent and management control of Skoda. †Includes cars imported from US and sold in western Europe. **GM holds 50 per cent and management control of Saab Automobile. ‡‡ Fiat group includes Lancia, Alfa Romeo, Innocenti, Ferrari and Maserati.
Source: ACEA (European Automobile Manufacturers Association) estimates. Figures are rounded.

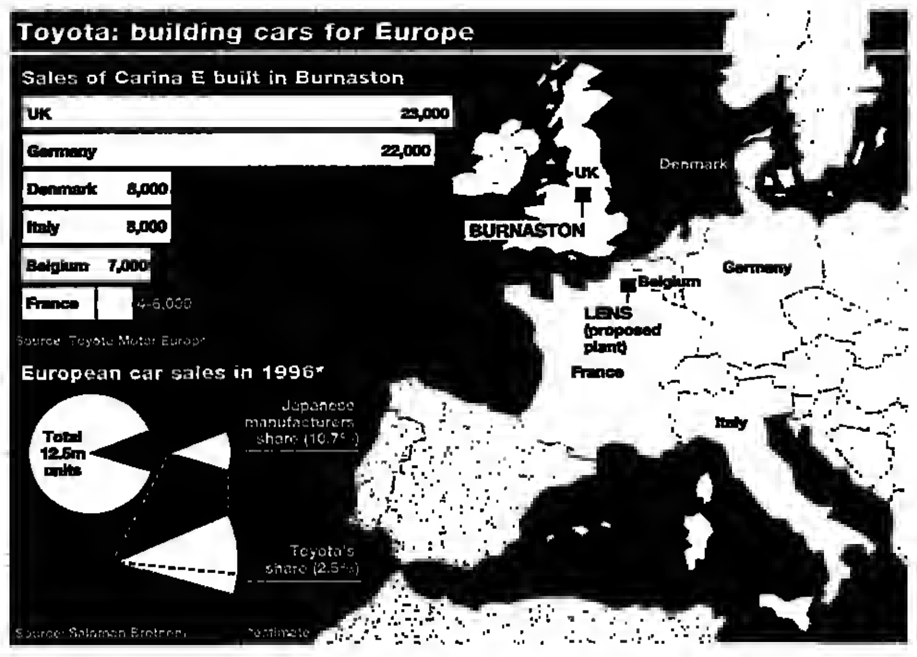
Swings and roundabouts: Europe's new car registrations last month were a story of contrasts, writes Haig Simonian, Motor Industry Correspondent.

Sales of Renault and Peugeot-Citröen vehicles fell sharply on the back of a 29.4 per cent slide fall in the French market in the first two months of the year.

By contrast, sales of Fiat group cars climbed strongly thanks largely to a 12.1 per cent rise in the domestic market after a government scheme to encourage the replacement of old vehicles took effect in January.

Toyota focuses on grand plan for Lens

Michiyo Nakamoto and **Tim Burt** assess logistics of the group's French plant scheme



The town of Lens in northern France does not appear to have much going for it. It has a struggling first division football club, stubbornly high unemployment and some ageing industrial estates.

But 6,000 miles away in Toyota City, the directors of Japan's largest vehicle manufacturer are understood to be drawing up grand plans for the area.

Within the next five years, Toyota hopes to be producing one car every two minutes at a "£1bn [$1.6bn] plant" on the outskirts of Lens, according to international component suppliers alerted to the plans.

The move – expected to be ratified by the Toyota board at its May 10 meeting – could mark a watershed in European inward investment by Japan's carmakers.

It would represent a vital shot in the arm for the economically depressed Pas de Calais region. More important, it would show that Japanese investors believe they can remain competitive despite higher labour costs in France and the requirement to comply with the Social Chapter of the Maastricht treaty.

Until now, Toyota's main European investment has been targeted at the UK, where the government has maintained that the Japanese manufacturer's presence proved that overseas investors were deterred by the labour regulations and social costs enshrined in the Maastricht treaty.

The British government has also argued that such investment could be threatened by the drive towards European economic and monetary union.

But six weeks ago Mr Hiroshi Okuda, Toyota's president, hinted that the company might change its European investment strategy if the UK stayed out of Emu.

That caused a flurry of diplomatic activity and prompted Toyota to re-affirm its commitment to its UK car plant at Burnaston in Derbyshire, and its engine factory at Deeside, north Wales.

The company – while yesterday confirming it was carrying out feasibility studies on a new European plant – added that it was spending a further £200m on its £880m Burnaston plant. That expansion would allow Burnaston to build a new model – the Corolla, alongside its existing Carina E production line – and increase staff from 2,400 to about 3,000 by the end of 1998.

Privately, however, Toyota insiders say the French plant proposal has more to do with trends in the international motor industry and its own sales goals rather than any dissatisfaction with UK policy towards Europe.

Toyota has made the development of its overseas markets a priority amid intensifying competition in Japan, where its share of the market last year fell below its 40 per cent target.

At the same time, the attraction of manufacturing overseas has been increased by the strength of the yen and rising shipping costs, which have made direct exports from Japan less competitive in markets such as Europe, where there is great overcapacity and heavy discounting.

The company, which believes its lean production systems would make it highly competitive in France, is one of several global carmakers to consider building new overseas plants to offset tough trading conditions at home.

Last week, Chrysler of the US said it would soon announce a new $500m engine plant in Latin America – part of a joint venture with Germany's BMW. And Audi, the Volkswagen subsidiary, confirmed it was studying the feasibility of a US plant.

For its part, Toyota is expected to announce a joint venture to build a new plant near Bangalore, southern India. In Europe, it has unveiled plans to increase sales by 50 per cent to 600,000 by 2000, with 60 per cent built locally.

However, the choice of France as a site for a new Japanese plant is on the face of it strange. Toyota had indicated it was looking for additional European capacity as it was dissatisfied with its current European market share. But given the extreme overcapacity in the west European market and the existence of the UK plant, it was widely supposed the company would opt for eastern Europe.

Moreover the French car market is dominated by Renault and Peugeot-Citröen, the domestic manufacturers which have been slimming down their workforce. No foreign carmakers build vehicles in France and the two French makers have been among the most vociferous critics of Japan's European plants.

In recent years, Toyota has failed to make much headway against the French carmakers. Last year, it sold fewer UK-produced cars in France than in smaller markets such as Denmark. The company is keen to rectify this and would be most likely to make a small car or recreational vehicle for the French market.

Mr Shinji Sakai, Toyota's senior managing director in charge of Europe, said it was contemplating designing new vehicles more in tune with European tastes.

"Toyota has developed Asian cars that are localised and has worked to bring out cars that are specifically suited to American tastes. But we do not have cars designed specifically for Europe," Mr Sakai noted. "Unless we do that we cannot increase sales to 600,000."

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On March 20 1996 a possible link between BSE and CJD was revealed. FT writers look at a continuing problem

Anniversary the meat industry cannot forget

By Maggie Urry in London

March 20 1996 is a date few in the food and farming industries can forget. No one will be celebrating the anniversary next Thursday of the announcement by Mr Stephen Dorrell, tha bealth secretary, that there could be a link between bovine spongiform encephalopathy – mad cow disease – and a new variant of Creutzfeldt-Jakob disease, the fatal human brain disease.

Almost from the moment Mr Dorrell rose to speak in the House of Commons that day, there bas been turmoil in the beef industry. Consumer confidence, in the UK and elsewbere, has been shattered. Within days, the European Commission had banned beef exports from the UK and the British government had stopped meat from cattle more than 30 months old entering the human food chain.

The swift decision by McDonald's, the fast food restaurant chain which serves 1.8m customers a day in the UK, that it would not buy any UK beef, was perhaps most telling.

Jobs have been lost, companies have failed, export markets closed, 1.3m cattle slaughtered, taxpayers presented with a £3.3bn ($5.2bn) bill and ministerial reputations tarnished.

A year on, the restoration of consumer confidence is the priority for all involved in the food chain "from stable to table". But once again that fragile confidence is at risk, this time from fears that poor bygiene standards in abattoirs are exposing consumers to the deadly e.coli organism.

There are optimists who believe that the beef market will recover. Consumption of some beef, mainly prime cuts, "bas" returned to pre-BSE levels. There are bopes that a phased lifting of the export ban will soon begin. But there are pessimists, too, who can see years of hard work ahead.

The biggest change in the last year, according to Mr Nik Askaroff, managing director of ADM Group, a meat processing company, is cultural. There is now "a will within the industry to get things right". Regulations previously regarded as "bureaucratic nonsense" are now adhered to.

It is a decade since BSE became a concern. Regulations have repeatedly been tigbtened since then and standards have been raised further over the past year.

In the slaughterhouses there are tougher rules on removal of "specified bovine material" – the parts of an animal such as the brain and spinal cord which are thought to carry the disease.

Mr Johnston McNeill, chief executive of tha Meat Hygiene Service charged with supervising abattoirs, says he is satisfied that the UK has "now got the most stringent regulations in the whole of Eurnpe". Independent spot checks show, he says, a "compliance level" of 99 per cent, with the 1 per cent of failings not posing a threat to public health.

Mr Askaroff, who deals with up to 20 abattoirs, says: "I've seen no evidence of anybody trying to cheat." Meat which his company bnys is scrutinised hy vets wbo are "unbelievably diligent".

Food manufacturers and retailers, those in the chain which are closest to the consumer, have raised their specifications. Mr Matthew Gribben, group executive at Northern Foods, which makes ready meals for supermarkets, says that, since March last year, "we have taken a much greater interest in the source of our meat". It would appear that everything possible is being done to ensure British beef is BSE-free. But in spite of the tighter regulations and efforts by the industry to promote beef as safe to eat, consumers are still concerned. Sales of processed beef remain substantially down on pre-crisis levels.

Mr Gribben says: "We've lost business. Some of it is gone forever. If there was a slow pre-BSE rate of decline in red meat consumption, then a number of years of that decline has been compressed into one jolt."

McDonald's has no timetable for reintroducing British beef. In surveys, it says, "our customers tell us they don't trust British beef".

So how is consumer confidence to be restored? Many in the industry believe their efforts have been undermined by politicians' bungling. The calls for an independent food agency have grown louder.

Mr Francis Anthony, the British Veterinary Association expert on BSE, believes the public is "totally confused".

"People know tha risk to humans is pretty damn small but their trust in government statements and tha enforcement agencies has been broken," he says."What is long, long overdue is a proper, integrated approach to the safety of food from animals. There are a lot of tin-pot quality assurance schemes, but they are all different."

Meanwhile, how have farmers fared through the crisis? Specialist beef farmers have suffered badly. Mr Richard Haddock, a beef farmer in south-west England, is gloomy. His 1995 profit of more than £50,000 turned to a loss of £42,500 in 1996. He is cutting bis beef herd by a quarter and switching to pigs and poultry to "try and save ourselves".

Mr George Lyon, a livestock farmer on Bute, on the west coast of Scotland, and vice-president of the Scottish National Farmers' Union, is less pessimistic. But he predicts t997 would be a tougher year, as supply must fall to match the lower demand. "We have managed to hold the industry together in the short term. We are hanging in there hoping the quality of the product will see us through." In two or three years' time, he says, the industry will be able to claim "we have the safest beef in the whole of Europe".

Joel Grant/Sam Morgan Moore/Peter Hoelstad

Douglas Hogg listens to EU commissioner Franz Fischler at the 1996 Royal Show (left), beef farmer Robert Sloman, and BSE cattle being cremated

MAINLAND EUROPE

Officials admit policy in rest of EU is a mess

By Caroline Southey in Brussels

Damning evidence from the European Cnmmission recently confirmed what many British politicians had always suspected – that the scale of the BSE problem in other EU countries remains under-reported.

EU gnvernments have taken little action over tha past year to protect consumers from BSE. Apart from the blockade on UK beef and cattle feed, EU countries have collectively agreed to only one new directive – stricter rules on processing meat and bonemeal.

"The situation in the EU is no different to what it was a year ago. The risks in Europe are as high as they were then," an EU diplomat says.

EU officials admit the policy is a mess.

Evidence unearthed hy Commission investigations reveals that most countries are incapable of detecting BSE because regimes for diagnosing the disease are poor.

The principal problems are the absence of a uniform test, a shortage of trained scientists and the fact that laboratories are receiving samples that are unfit for testing.

Because detection of BSE is poor, the Commissioo believes that material from cattle with the disease could still be finding its way on to supermarket shelves and into animal feed.

Only four EU countries – France, Portngal, the Netherlands ond tbe Irish Republic – have banned the use of materials such as brains and spinal cords from goats, sheep and cattle. Evidence shows that prions – protein particles carrying the disease – are found primarily in these parts.

Officially, only 291 cases of BSE have been identified in other EU states. The biggest numbers bave been reported in the Republic of Ireland (204), Portugal (54) and France (25).

EU officials admit the official numbers are meaningless. "Member states are not looking for the disease," an EU official says.

Dutch scientists have calcnlated that 1,668 cases should have occurred in the EU given the number of cattle imported from the UK prior to 1989, when a ban was imposed on the export of cattle over six months.

The Commission's indictment of practices in member states is expected to lead to a fresh drive to reduce the risk of the disease across the continent.

Mr Franz Fischler, the agriculture commissioner, is likely to begin by retabling proposals to ban materials from sheep, goats and cattle.

Mr Fischler hopes to shame farm ministers into backing the plan, rejected hy 10 countries last year. His case has been strengthened by confidential studies on memher states which show that they ara not doing enough to eliminate risk to consumers.

The Commission will also press for a network of BSE surveillance in all member states, a central database on all suspected cases and guaranteed training for pathologists.

Driven partly by the European Parliament's criticisms of its management of the BSE crisis, the Commission has more than doubled the staff for consumer affairs under Ms Emma Bonino. The department, whicb begins work on April 1, will take over some of the work previously done by the agricultural directorate.

FARMING

Retailers are positive over food safety

By Alison Maitland in London

Mr Robert Sloman, who prodnces beef on the lusb coastal grasslands of the sontb-west England county of Cornwall, has littla doubt about the central issue facing farmers.

"Food safety is vital," he says. "The election is going to be fought on food."

Mr Sloman belongs to the Tesco beef producers' club, a group nf 2,500 farmers who sell their cattle to slaughterhouses supplying the UK's biggest supermarket group.

He sends his steers 19km to the Bodmin abattoir run hy St Merryn Meat, a private company which provides more than two-thirds of Tesco's beef.

Tesco, in common with other leading food retailers, has in the past year been working to improve tbe "traceability" of meat from the farm to the supermarket shelf. The group is investing more than £1.5m in the cluh, which it launched last June. The J. Sainshury retail chain has about 9,000 farmers in its livestock partnership programme.

Retailers are responding not only to heightened concern about food safety, but also to the need to secure quality supplies when beef output is shrinking, says Mr Sloman.

As a club member, he has to keep detailed records and meet strict criteria on feed, animal welfare and the quality of his beef. In exchange, he has a guaranteed market, a small premium for each animal that meets the standard and proof that be is among the "better" farmers.

Tha higgest change wrought hy the BSE crisis is that he now has to fatten all his cattle for sale well before they reach 30 months, when they are banned from the food chain.

This has meant a switch from dairy-based beef animals to leaner European hreeds snch as Charolais and Limousin. "In the long-term, the quality of beef will improve because of BSE," he says.

The cattle are mainly grass-fed, hnt Mr Sloman has had to donhle the amount of home-grown barley he feeds as a protein supplement to fatten them for sale at 24-28 months.

Responding to the supermarkets' demands for uniform standards has its difficulties in farming, where no animal is exactly the same as tha next, he says. "A lot of people want a factory-looking prodnct, hnt prodnced in an old-fashioned way. The two sometimes don't mix."

In spite of this, farmers appear keen to sign up to the prodncers' club. About 800 producers are awaiting membership and Tesco aims to have 4,500 supplying all its beef within a year.

Traceability is improving. But a steak cannot yet be tracked back to tbe exact animal or herd from which it came – only to the group of farms which sent cattle to the abattoir on a particnlar day. "If it becomes a customer issue then we can change," says Mr Andrew Batty, Tesco meat trading director.

The big snpermarket groups tend to focus on a few big suppliers among the country's 450 ahattoirs. St Merryn is one of only three abattoirs used by Tesco.

Tesco and St Merryn say further developmants are needed, notably in electronic tagging and in independent auditing of farms.

FLORENCE AGREEMENT: Brussels unconvinced by slaughter plans

Premier failed to keep promise on ban

By Alison Maitland

Three months into the beef crisis last year, Mr John Major, the prima minister, promised that the UK would be ready to secure a lifting of the European Union's export ban by November.

Today the mood in government is very different. Expectations of any movement on the ban have sunk so low that Mr Douglas Hogg, the agriculture minister, says be is "very chary about a timetable".

It is a tacit, if belated, recognition that Britain's guerrilla tactics against the ban last year were counterproductive. The policy of noncooperation in EU decisions and the stop-go approach to tbe selective cattla cull served only to offend other member states.

Now the UK claims tbe ball is back in the EU's court. It says it has fulfilled the five pre-conditions agreed at the Florence summit last June. The way should therefore be clear for the EU to consider the first step in lifting the ban – for beef from herds free of BSE for at least six years. The pre-conditions were to:

- Carry out the selective slaughter of about 100,000 cattle most likely to have been exposed to BSE through feed containing infected meat and bonemeal.
- Introduce cattle identification and tracking.
- Remove all meat and bonemeal from feed mills and farms.
- Destroy cattle over 30 months old – more than 1.3m have been killed since last May.
- Tighten controls on the removal of specified bovine offals at slaughterhouses.

The deal...	UK says...	Commission says...
1 Selective slaughter of cattle exposed to contaminated feed	Animals traced and first slaughterings begun have taken place in Northern Ireland	Pre-condition fulfilled, but awaiting scientific evaluation
2 Introduction of an effective cattle ID and tracing system	Cattle passports introduced on July 1 1996	Proposing improved EU-wide tracing system
3 Removal of meat and bonemeal from feed mills and farms	Recall of contaminated feed completed and ban imposed on August 1 1996	Inspection arrangements satisfied
4 Effective implementation of the programme to destroy all cattle over 30 months old	Over 1.3 million cattle slaughted, backlog cleared	Awaiting Commission inspection report
5 Better controls over the removal of specified bovine offals from carcasses	Regulations tightened, enforcement effective	Spot checks continuing

Commission officials indicated this week that persuading the EU could be a long process, especially in the light of the revelations about conditions in some abattoirs.

Ona official acknowledged that Commission teams visiting British slaughterhouses for spot checks have found fewer problems each time.

"But when member states and the Commission see reports of weaknesses of control and of the anthorities doing nothing about it, that's going to make people wonder," he says. "The preconditions for examining a lifting of the ban have been met. But continuing implementation and control will have a very important influence on any lifting of the ban."

The selective slaughter was central to the Florence agreement. The government, having suspended plans for the slaughter in September, gave the go-ahead in December. At the end of last month, the first 210 cattle were killed in Nortbern Ireland. Slaughter is expected to start in Britain "in the next week or so", according to the agriculture ministry.

Mr Hogg argues that the preparations mean Britain has "implemented" the programme. The Commission official says otber states might argue that implementation meant completing the slaughter – likely to take at least six mooths.

Britain sent its proposals for an "export-certified herds" scbeme to Brussels on February 25, together with a list of the detailed action it has taken.

These have to be considered by a plethora of EU scientific committees. But they will not get there until after April 1, when Ms Emma Bonino, consumar affairs commissioner, takes over responsibility for food safety from Mr Franz Fischler, the farm commissioner, according to the official. Asked if tha EU was now guilty of stonewalling, the official says: "Britain could have submitted this eight months ago by taking the necessary action to implament the selective cull. A few weeks is very little compared with eight months."

POLITICS: disastrous 12 months for agriculture minister

Hogg's political stock sinks ever lower

By George Parker, Political Correspondent

Mr Douglas Hogg has a new nickname among Labour MPs: Swampy. The agriculture minister, like the green activist who disrupts road building schemes by hiding in tunnals, keeps digging himself further into a bole.

Mr Hogg has had a disastrous year. His clumsy handling of the controversies over BSE and abattoir hygiene have sent his political stock plummeting. Most Conservative MPs agree he would have been sacked by now, had it not been for the proximity of the election.

But remarkably, the Etoneducated, hat-wearing Mr Hogg greets each new setback, humiliating U-turn or embarrassing revelation with a self-confidence that looks like indifference. His critics call it arrogance.

Mr John Major, the prime minister, last week found himself defending his minister for the umpteenth time in the past year, insisting Mr Hogg was doing his work "extremely effectively in the most difficnlt circumstances".

Mr Hogg is the scion of a distinguished political dynasty and his wife Sarah (now Lady) Hogg headed Mr Major's policy unit from 1990 to 1995.

But be has certainly been dealt a difficult hand since being promoted to minister for agriculture in the resbuffle of July 1995. He inherited an already grim BSE epidemic and appallingly lax standards in abattoirs.

A deft political touch was needed; an ability to reassure the public and a talent for smoothing the feathers of his political opponents.

But Mr Hogg admits that nobody believes him any more on questions of food safety. "I accept – while very much regretting – that, over a long period, people have become sceptical about assurances tbey have received from ministers and others," he said last week.

Agriculture ministers in Brussels have become infuriated by his abrasive behaviour in meetings.

Tory MPs have also tired of Mr Hogg's apparent ability to attract political controversy.

Mr Michael Forsyth, the Scottish secretary, has been driven to despair. His officials briefed the media this month that he was fed up with Mr Hogg'a "cackhanded incompetence".

But journalists may soon have to do without their staple weekly diet of "Hogg Roasted" stortes. Few at Westminster believe he will survive on the Tory frontbenches after tha general election.

SCIENTISTS: most are convinced of connection with contaminated meat

Mad cow link to human brain disease stronger but not proved

By Clive Cookson, Science Editor

When Mr Dorrell shocked the House of Commons by announcing 10 cases of the new variant of CJD in young adults, he said: "There remains no scientific proof that BSE can be transmitted to man by beef, but ... the most likely explanatioo at present is that these cases are linked to exposure to BSE."

After a year's intensive monitoring and research, the total number of definite and probabla new CJD cases stands at 16 – and the scientific link with BSE is stronger but not proved.

A few scientists still maintain that the outbreak of this apparently new form of the disease may be due to tha unprecedented level of surveillance, revealing cases that would not previously have been recognised as CJD.

But most are convinced that the new CJD is caused by eating meat products contaminated by BSE in the 1980s, before the government banned human consumption of specified bovine offal. Over the past year, more evidence has emerged in favour of the link:

- An intensive search for the disease outside the UK has identified only one case, a young man in France.
- The new variant has a consistent set nf symptoms and a pattarn of spongy deterioration in the brain that is distinct from the normal "sporadic" form of CJD.
- Biochemical analysis by Dr John Collinge and colleagues, at St Mary's Hospital, London, sbows that the prions – infectious protein particles – in the brains of patients resemble BSE more closely than normal CJD.

Experiments are taking place in several laboratories in the UK and elsewbere to investigate further the "species barrier" against the transmission of prions from cattle to people. For example, Dr Collinge is attempting to pass BSE on to genetically engineered mice that have the human susceptibility to prion diseases – so far witb negative results.

Some people have taken comfort from the fact that there have not been more than six additional cases of tha disease since the nriginal 10 were announced a year ago. But epidemiologists – who study the spread of diseases through populations – warn that it is too soon to rula out an epidemic that could kill thousands of people over the next 20 to 30 years.

If there is a link between BSE and CJD, the most important factor determining the human death toll will be the incubation period, which is still unknown.

The shorter the average interval between eating contaminated meat and developing symptoms, the smaller the epidemic will be. A recent study by Dr Simon Cousens and colleagues at the London School of Hygiene and Tropical Medicine suggested that there would be between several hundred and several thousand cases of the new variant if the incubation period was 15 to 30 years.

Epidemiologists are more confident in their predictions about the future course of the BSE epidemic, which affected more than 165,000 cattle in the UK. The number of cases has been declining since 1993 and Professor Roy Anderson and colleagues, at Oxford University, predict that there will be about 7,000 more cases before the epidemic is finally over in 2001.

INTER-AMERICAN DEVELOPMENT BANK REPORT

Reforms 'are having effect on wealth gap'

The gap between rich and poor in Latin America, the largest of any region in the world, worsened significantly in the 1980s and has not improved in the 1990s.

However, lack of progress cannot be blamed on economic reforms aimed at increasing the role of market forces, Inter-American Development Bank economists argue in a paper presented yesterday in Barcelona. On the contrary, incoma distribution would have been even worse if the structural reforms had not been enacted, Mr Juan Luis Londoño and Mr Miguel Székely, conclude. Instead of reversing the direction of reform as many intellectuals were suggesting, what was needed was a broadening of reform – to address growing inequalities in access to education and to the ownership of productive assets.

The paper argues that Latin America's greater income inequality compared with parts of the world such as Asia, Europe and North America stems from two main sources: the region's high concentration of natural resources and – twice as important – its education systems, which have deteriorated over the last 15 years.

In the 1980s, the deteriorating quality of edncation coincided with falls in income and investment, generating greater inequality.

Increased output and investment reduce income inequalities, as does lower inflation. However, while the economists could not identify links between income distribution and fiscal, financial and privatisation policies, trade liberalisation has a clear beneficial impact.

"There is no reason to fear or apologise for reforms that are intended to spur growth in incomes, productivity and investment on a sound financial footing. In this regard, the only path is to proceed with more intensive and consistent implementation of reforms," they say.

The paper also warns against excessive reliance on natural resources, which has not provided a successful path for development in the past. Tax incentives to encourage such mining and other natural resource development "can be counterproductive and undercut growth in the economy as a whole and in the general welfare".

The critical issue, however, was edncation. The largest countries such as Brazil and Mexico must work to improve education and build greater equality of education opportunity. The gap with other regions of the world is two years, "which must be closed in the next two decades".

If these changes were enacted, significant improvements would follow in income distribntion. However, it will still leave Latin America with significantly worse income distribntion than other parts of the world, with the exception of Africa, two decades from now.

Reports by Stephen Fidler in Barcelona

IADB calls for overhaul of labour market laws

Unemployment in Latin America has climbed to its highest levels since 1985, underlining the need to enact reforms of laws that discourage job creation, the Inter-American Development Bank says in its annual report published today.

Unemployment is "a key item on the region's policy agenda", the report says. Preliminary fignres suggested that moderate economic growth last year was not enough to prevent unemployment rising to nearly 8 per cent last year, "highlighting tha urgent need to reassess labour market regulations", the report says.

Tha report also emphasises low investment and saving rates, which "remain insufficient in most countries to sustain adequate rates of growth in output and employment".

Real investment grew nearly 6 per cent last year, more than ontput growth and exceeding the 1995 rate of investment growth. But the rise was mainly attributable to a recovery of investment in Mexico and Argentina, which had collapsed in 1995, and "masks a marked deceleration in the growth of investment in most of the rest of the region". Real investment grew by about 12 per cent in both Argentina and Mexico, after falling 16 and 43 per cent respectively in 1995. This still left investment in Mexico very low.

Enrique Iglesias, IADB president, left, greets Spanish central bank governor Luis Angel Rojo at Barcelona Reuter

In the rest of the region, investment growth fell from about 15 per cent in 1995 to 5 per cent.

The most rapid investment growth in the region was in Chile – 13 per cent – while in Brazil investment grew at about 2 per cent. Total capital flows to Latin America last year reached $60bn, higher than in any year but 1993.

However, in 1995, half the capital flows to the region were from official sources. In 1996, as Mexico paid back a large part of its official loans, official capital flows to the region were negative. More than half the total capital flows to the region in 1996 headed to Brazil.

The IADB authorised about $6.77bn of loans last year, down on the $7.25bn authorised in 1995 hut the second highest level ever.

● The IADB president, Mr Enrique Iglesias, has asked member governments to consider a capital increase for the Inter-American Investment Corporation, the IADB's private-sector arm. The IIC came close to being wound up two years ago but officials argue it has complied with tough targets set then – including an increase in equity investments – and deserves augmentation of its $200m capital.

US progress on derivatives deregulation

By Laurie Morse in Boca Raton

The US House of Representatives' version of a bill for deregulating US derivatives markets could move quickly through committee and be ready for consideration by the full House by August, according to Mr Thomas Ewing, the Illinois congressman who chairs the House sub-committee responsible for derivatives regulation.

The bill, and its Senate counterpart, would ensure that the vast over-the-counter derivatives markets would be exempt from the US Commodity Exchange Act, which regulates listed futures markets in the US.

Both pieces of legislation would also give US futures exchanges the right to open their own version of unregulated markets for institutional customers.

The House bill sponsored by Mr Ewing has the support of the exchanges and the global securities firms that deal in swaps and other OTC derivatives.

However, the Commodity Futures Trading Commission, the government agency charged with carrying out futures market regulation, objects to the legislation, saying it would curtail the government's ability to detect and deter fraud.

In a speech to a futures industry trade group meeting in Florida last week, Mr Ewing said the CFTC might be exaggerating the dangers of the bill.

Mr Alan Greenspan, chairman of the US Federal Reserve, and Mr Robert Rubin, treasury secretary, have been invited to testify before Mr Ewing's committee in April.

Both Mr Greenspan and Mr Rubin have indicated support for parts of the legislation which clarify the legal standing of certain OTC derivatives transactions. Mr Greenspan has gone further, saying CFTC supervision of institutional traders on listed markets may not be necessary.

Data exchange backed by World Bank

The World Bank is backing the creation of an exchange for infrastructure investment in Latin America. The aim of the Latin American Infrastructure Exchange is to combat poor availability of information which means that, while there is a large demand for infrastructure finance in the region and a reasonable aupply of funds, many deals do not get done.

The infrastructure exchange concept is likely to be extended to Asia, eastern Europe and perhaps Africa. The idea was presented in January to a meeting in London of heads of the four regional development banks with the World Bank president, Mr James Wolfensohn.

The proposal, being put forward by the Multilateral Investment Guarantee Agency arm of the World Bank, is for Latin American partners to have a 51 per cent controlling interest in the exchange, with tha World Bank group holding the remainder to distribute to non-Latin organisations.

Initially, members would pay $25,000 for a seat and the number of Latin American seats would be limited to 204.

According to Mr Adnan Hassan of the Multilateral Investment Guarantee Agency, the exchange is likely to be launched this year. Already 26 private and public sector companies have agreed to become founder members, with a further 39 committed to attending a briefing on the exchange in April in Washington.

The exchange, which would be managed by CG/LA, a Washington consultancy, would use Internet technology and carry information about project listings, business conditions, news reports, messaging and conferencing facilities. Discussions were also under way with debt rating agencies to include ratings of projects.

Mr Hassan said the emergence of non-traditional sources of finance – such as funds based in Asia – made the concept of an exchange more useful. Members would provide profiles of what typo of projects interested them and relevant information would be directed towards them.

Investors in Latin America more confident

US companies are expressing growing confidence in Latin America as a destination for investment and most still see Mexico as the most promising country in which to invest, according to a survey published yesterday in Barcelona.

The survey of 303 Fortune 1,000 companies, financial institutions such as banks, and portfolio managers, commissioned by Bank of Boston, shows 80 per cent of executives more confident in the region than five years previously.

This increase in confidence is particularly marked among the potential direct investors of the Fortune 1,000 companies, 87 per cent of which were more confident than five years ago and 27 per cent of which were much more confident. Half of this group of 120 investors said US investors should get involved in Latin America immediately.

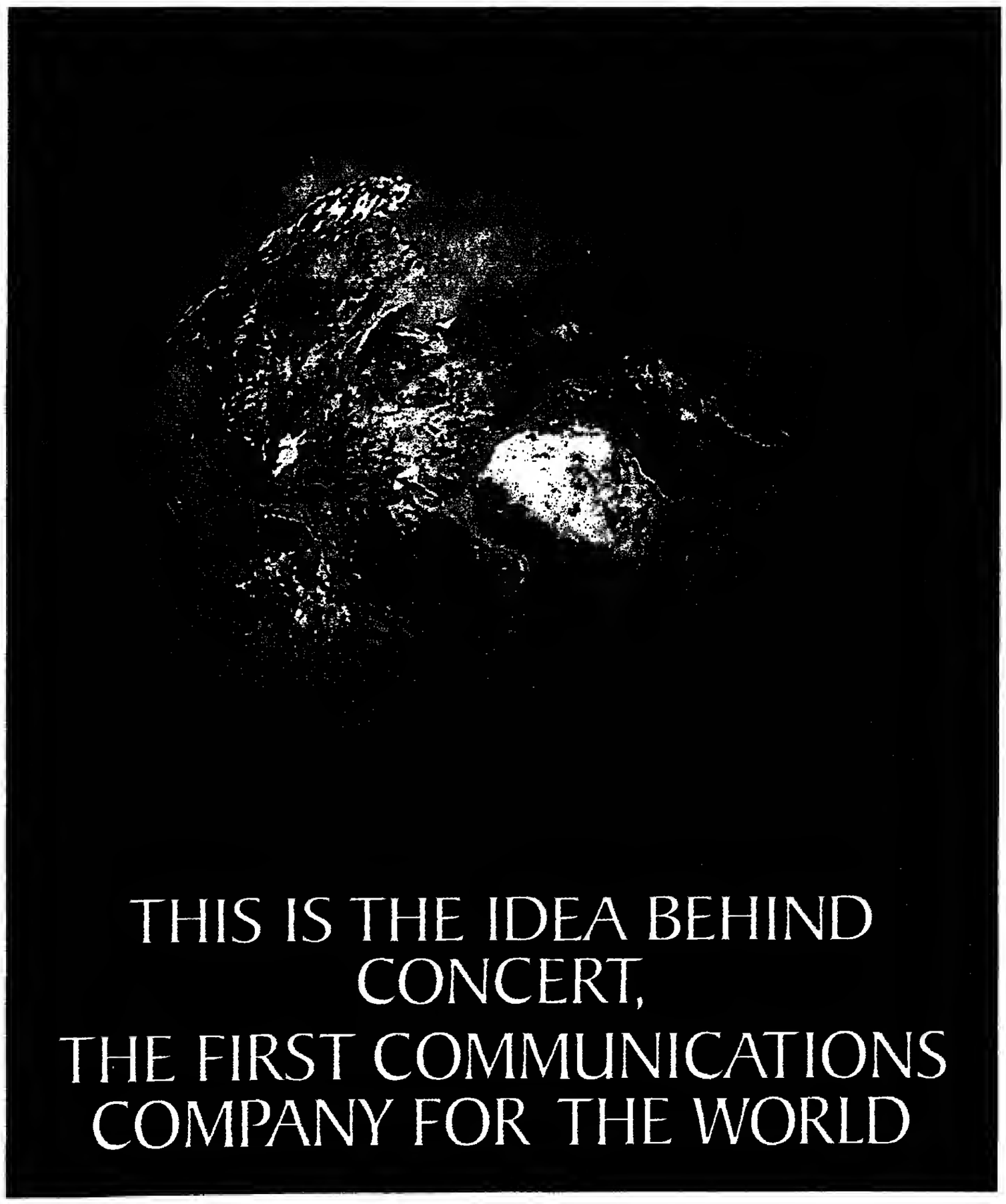
Some 38 per cent of investors said Mexico was the place they would look at first, 19 per cent chose Brazil and 13 per cent Argentina. However, among direct investors 32 par cent favoured Mexico, 23 per cent Brazil and 16 per cent Chile.

Political corruption emerged as the most pressing concern among 38 per cent of companies, while a lack of economic stability preoccupied 22 per cent and the region's unequal distribution of wealth 16 per cent.

The likellhood of increased foreign direct investment in Latin America from all regions was also emphasised yesterday by forecasts released by the Institute of International Finance, a Washington-based think-tank owned by international financial institutions.

It said foreign direct investment should rise to $33bn this year from $29.6bn in 1996 and $19.8bn in 1995. The IIF forecasts suggest Brazil shonld receive $12.9bn in FDI against $9.2bn last year, Mexico $8.0bn against $6.4bn, Colombia $2.8bn against $3.6bn, Argentina $1.3bn against $800m and Chile $1.5bn compared with $1.6bn.

However, net investments in Latin America's stock markets are forecast to slip to $9bn from $12.8bn.



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How America keeps a race apart

DATELINE

New York: black people are poorly represented in American business, but what else can be expected from a racist society, asks Tracy Corrigan

As I walked from the subway station to the offices of the Rev Jesse Jackson'e Rainbow/Push Coalition at on Wall Street last week, the New York streets were bustling with loud, hoarse-voiced traders, dapper investment bankers and anorak-clad out-of-towners. A reasonably mixed bunch, but, wait a minute, at the heart of capitalist America, there were no black people.

Black Americans are still poorly represented in American business. In 1995, the Federal Glass Ceiling Commisslou reported that only 3 per cent of senior managers at Fortune 1000 companies were black; even fewer blacks have made it to board level.

In recent months, widely publicised lawsuits against Texaco, Avis Rent-A-Car and Mitsubishi Motors have shown racial bias in action. An article in next month's issue of Black Enterprise magazine argues that these cases show "The glass ceiling is alive and well in corporate America. Only, in the case of African-Americans in the business arena today the glass ceiling is increasingly more like a concrete wall."

According to tha Rev Jackson, blacks have been systematically "locked out of the private sector", which takes money from black cnnsumers, but denies black workers equal employment opportunities and boycotts black-owned businesses bidding for contracts. From his new Wall Street office, Rev Jackson plans to target the worst offenders of corporate America and "bring down the walls of Wall Street".

Yet US companies have been putting on a good show of trying to build a culture that is open to minorities. More than half of all US employers have established cultural diversity programmes, according to a eurvey by the American Management Association. But many consist of nothing more than a quick consciousness-raising session for new recruits.

Indeed, references to "black jelly beans" on the incriminating taped conversations in the Texaco discrimination case probably derived from language used in the company's own diversity training. (Cultural diversity, it seems, is commonly explained by the metaphor of a packet of different-coloured jelly beans).

It may just have been PR speak, but the head of Texaco, Peter Bijur, put his finger on the problem in an interview with Business Week. "Unfortunately, we mirror society," he said. "There is bigotry in society. There is prejudice and injustice in society. I can't do much about society, but I certainly can do something about Texaco."

But can corporate America really be expected to succeed where civilian America has failed? Alfred Edmond Jnr, executive editor of Black Enterprise, believes that racism is "rooted in how people live their everyday lives". And, in the US thirty years after enforced segregation became illegal, the way Americans live their lives is separately.

Black people who work in the mainly white workforce of downtown Manhattan generally go home to black neighbourhoods in New Jersey or Brooklyn.

Senior executives of big companies live in Greenwich, Connecticut, and frequent clubs which may have no black staff, let alone the members.

The first time I saw *The Dating Game*, the US equivalent of *Blind Date*, I felt physically ill – and it wasn't tha familiar nausea induced by the show's cringe-making format.

In the US show, white guests pick their dates from a visible panel of white-only contestants, while black guests choose from black-only coutestants – and no-one seems to notice.

This would be unthinkable in the UK. I am not suggesting that racism does not exist in Britain. It does, along with a class consciousness which pervades almost every exchange, but what the UK does not have is a system of apartheid by common consent. There are plenty of white people living in Brixton and interracial couples are commonplace.

In the US, where it was illegal until 1967 for blacks and whites to marry in at least 16 states, interracial relationships are still taboo. When John Grisham's book *The Pelican Brief* was made into a film, the love scenes between the two central characters, played by the white Julia Roberts and the black Denzel Washington, never made it to the screen. Hollywood feels comfortable with naked bodies and guns and bombs, but not with a blac man kissing a white woman.

It cuts both ways. Writer an lawyer Lawrence Otis Graham in his 1995 essay "I never dated white girl", argues that black who marry whites "are movin into a different way of life an thought with their white spouse who may lack sufficient unde standing and empathy for th plight of black people".

Some white Americans hav become so worried about givin offence that they ignore the issu entirely. When Ken Chenault w made president of America Express last month, the Ne York Times mentioned his rac only in passing, but printed prominent picture. In fact, Mr Chenault is in line to become th only black head of a leading U public company.

Most white Americans in 19 are very careful about the la guage they use. They don't s "some of my best friends a black", but maybe that's becaus for the most part, they aren't.

The Monday Profile · Thierry Breton, Thomson

From fiction to science

"On October 4, 1985 at 22.38, an AFP newsflash told journalists all over the world that flight AF270 was uo longer answering. The Air France Boeing 747 from Paris to Tokyo had stopped over at Moscow international airport at 17.00 hours...At the moment it stopped sending a signal, it was flying over Soviet airspace and dawn was preparing to break in this region in the heart of Siberia."

Welcome to the world of a Thierry Breton novel. More Archer than Updike, the new Thomson chairman's fictional work nonetheless demonstrates both his ability to put his ideas down clearly on paper and his grasp of how profoundly new technology is changing the world.

It also says much about his reserves of energy. At the time *Vatican III*, the novel from which the above is takeu, was published, Breton, 42, was in his fourth year as chairman of Forma-Systèmes, a software development company he founded in 1981.

However, it is doubtful if this product of the Freuch *grande école* system and newly minted *chevalier de la Légion d'Honneur* will find much time for this sort of writing in the testing new rola to which he was appointed last week.

His prime task will be to oversee the privatisation of Thomson Multimedia, the tronbled French TV maker which the government embarrassingly failed to sell in conjunction with the Thomson-CSF defence electronics giant towards the end of last year.

By any measure, this is a tough and important assignment. Tha company last year chalked up annual losses of FFr3.13bn (£340m), in spite of a second-half operating profit.

Its balance sheet is in a sorry state, with debts of FFr16bn and shareholders' funds in negative territory. The governmeut has promised a FFr11bn capital injection in the summer, but this has yet to be vetted by the European Commission.

Moreover, the cancellation of the previous sale, which would bave resulted in Multimedia being transferred to Daewoo of Korea, so harmed relations between Paris and Seoul that a special euvoy had to be dispatched to Asia to try and patch them up.

It is still possible Daewoo might end up with a stake in the French company, but this time the privatisation procedure will be very different. Thomson-CSF is being sold separately in a move for which Marcel Roulet, Breton's predecessor as chairman of the Thomson state holding company, will now assume responsibility on a full-time basis. Multimedia's sale will be much slower and will almost certainly be modelled on the staged privatisation of Bull, the computer group where Breton worked as uumber two to the voluble and opinionated Jean-Marie Descarpentries prior to last week's announcement.

The Bull operatiou was achieved through the entry into the group'a capital of a uumber of industrial shareholders. The first step came in 1995, nearly a year after the European Commission approved a FFr11bn capital injection. It was only last November that the government said it was taking public-sector ownership of the company below 50 per cent. After accumulated losses of FFr22bn between 1989 and 1994, this one-time black hole of the Freuch public sector has now reported two consecutive annual profits.

Some of those familiar with the Bull process say Breton demonstrated particular skill in helping manage the relationship with industrial shareholders as diverse as France Telecom, NEC of Japan and US-based Motorola. "The privatisation of Bull was not achieved with oue wave of a magic wand," says one. "It was really an industrial process."

Few question this former maths teacher's credentials for attempting to bring off a similar feat at Thomson Multimedia, which still derives more than half its turnover from making conventional televisions and tubes, whila branching out increasingly into digital products such as decoders.

In the meantime, Breton's views on how new technology is changing the economics of manufacturing – as set out in a book* he co-authored in 1993 with Christian Blanc, the cigar-toting Air France chairman – make interesting reading.

In an automated economy, the two men argue, a society's wealth will depend less on the ability to produce large quantities of a particular good and more on the capacity to create a "great diversity" of goods quickly.

It will probably be some time before the details of Breton'a proposals emerge from Multimedia's stylish new headquarters in a converted factory on the outskirts of Paris. But, given his track record, it would be surprising if he did not continue the push into digital technology started by his predecessor.

**Le Lièvre et la Tortue. Librairie Plon, 1994.*

David Owen

FT GUIDE TO:

EMU DELAY

European monetary union (Emu) and Europe's single currency are due to be introduced on January 1 1999, but talk of a delay is much in the air. How likely is this?

It depends whom you ask. Nobody in the markets is betting serious money on a delay yet, but the mood has been getting more sceptical recently. Its likelihood depends greatly on Germany's ability to push its budget deficit below 3 per cent of GDP to comply with one of the main criteria for Emu membership stipulated in tha Maastricht Treaty.

Whether Emu is held up will depend, ultimately, on politics. Chancellor Helmut Kohl of Germany remains deeply committed to Emu and would agree to delay only *in extremis*, such as a serious deviation from the Maastricht criteria by a would-be member country or public opinion turning from unenthusiastic to downright hostile.

What would be the economic benefits of delay?

There are plenty of economic arguments for and against Emu, but there are few economic arguments in favour of a short-term delay. This is because it would uot address Emu's most serious economic shortcoming: lack of real economic convergence between EU countries.

Some have had success moving towards convergence of their fiscal positions, and great success in terms of inflation and interest rates, but there has been little convergence on "real" factors, including economic growth and unemployment, let alone wealth.

What would be the risks of delay?

The main risk would be that progress towards convergence could be reversed. This would make Emu even less likely in the future. Interest rates in southern EU countries have dropped sharply in anticipation of Emu, and these gains would be under threat. A delay could result in higher debt servicing charges and larger budget deficits.

Who wants a delay? Who opposes it?

The pressure for a delay stems largely from two groups: those who oppose Emu anyway, and see it as an effective way to undermine the project; and those who are concerned that economic convergence may not be sustainable. A delay is opposed by the European Commission, by most European governments and – especially – by large companies and banks, which have been investing heavily in preparation for Emu.

How could a delay be engineered?

Both Emu and its January 1999 starting date are unequivocally enshrined in European law. They cannot be undona simply by declaration. One obvious way would be to change the Maastricht Treaty again, but this would require unanimity, plus parliamentary ratification and referendums in some countries. Most unlikely.

What about the "empty shell" scenario?

Under the "empty shell" scenario, Emu would go ahead on time – to satisfy the formal requirements of the treaty – but no country would take part. Formally, the European Council could rule that uo countries had fulfilled tha convergence criteria.

But Luxembourg and Denmark have already done so, and several others are clearly on target to do so. In desperation, Europe's exchange rate mechanism could be suspended for a few hours one Sunday tn ensure that no country, not even Luxembourg, fulfilled the requirement of two years' uninterrupted ERM membership.

Could Emu start without Germany?

Legally, yes. In practice, no. Germany is the biggest trading partner of most EU countries, and several currencies hava traded at or near parity with the D-Mark for many years. Decoupling from the D-Mark would defeat the whola purpose of Emu for these countries.

So where does that leave us?

It probably leaves us with Emu going ahead on time, if only because none of the delay scenarios holds much appeal. They may create more problems than they solve.

How does the German constitutional court fit in?

The German constitutional court looms large in the background. In a landmark ruling on October 12 1993, the court attached conditions to Germany's ratification of the Maastricht Treaty. It said specifically that "Germany is not subordinating itself to an unclear, automatic and uncootrollable mechanism leading to currency union." The court could theoretically stop the German government from participating. The chances of a negative verdict would increase with the extent to which the criteria were fudged, but court rulings are not always clear-cut and usually leave a few back doors open for the government.

If Emu were to be delayed, when would this be decided?

Since the main argument for a delay would concern failure to meet the Maastricht criteria, the greatest risk would be at the time when such failure became apparent. At the earliest, this could be this summer, when governments have a clearer idea about 1997 tax revenues. A decision before the Amsterdam EU summit in June is unlikely.

Should companies stop their preparations because Emu may be delayed?

Of course not.

Wolfgang Münchau

Robert Chote · Economics Notebook

World Bank faces the future

The institution is prepared to pay to beat bureaucratic inefficiency

The World Bank is suffaring from a crisis of effectiveness. The Washington-based davelopment organisation is centralised and cumbersome, its services are out of date, its culture is inward-looking and bureaucratic. Its finances are deteriorating and it has been weakened by a decade of botched reorganisations.

These are the sorts of criticisms which you would expect from hand-wringing development lobbyists or rightwing bureaucrat-baitere, both of whom delight in attacking the World Bank from opposite ends of the political spectrum. But these critlcisms are internally generated and officially endorsed – they underlie the "strategic compact" proposals with which the World Bank'a president, James Wolfensohn, intends to reform the institution once and for all.

At a time when bureaucracies around the world are under pressure to save money, Wolfensohn's restructuring proposals are an audacious attempt to buck this treud. Last month, he circulated plans to his board which involved adding $250m (£157m) to the organisatiou's running costs over two years and spending up to a further $150m laying off staff who lacked necessary skills.

His objectives include shifting resources from back-office support to front-line lending and development programs, as well as spending more on training and a "knowledge-management system" which will spread best practice through the bank.

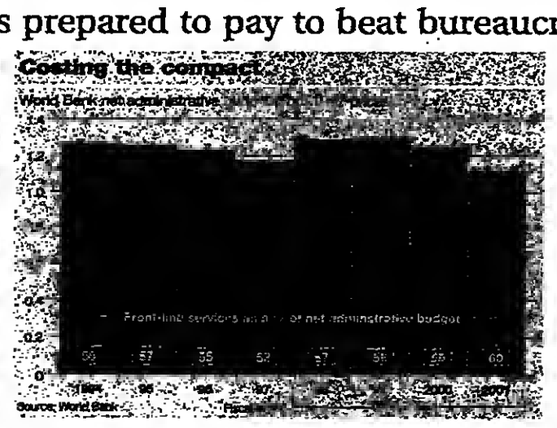
Wolfensohn made no apologies for the scale of his original proposals which would have added 11 per cent to the organisation's running costs and reversed the budget cuts imposed by his predecessor, Lewis Preston, under pressure from the bank'e leading shareholders.

The document Wolfensohn circulated to the board said the bank had a critical choice to make: to commit to fundamental renewal or "continue with the past pattern of incremeutal change – punctuated by disruptive reorganisations – which has failed to reverse the slide in relevance and performance".

There was widespread support for the substance of the compact among the bank's executive directors, bot the costs were bigger than almost anyone expected. Several countries said the financial implications were unacceptable and Wolfensohn was forced to come back with modified proposals.

He said the $250m running cost increase could be apread over an extra six months, so it fall within three annual budgeting periods. Running costs would then be reduced to a level no higher than they are now in real terms by fiscal year 2001, saving a total of $122m between now and then. He also promised that the progress of the restructuring would be reviewed every six months.

This appears to have satisfied Germany and Japan, but some of the bank's other leading shareholders – notably the US, the UK and France – have yet to signal their approval. The modified plans will be chewed over in their national capitals over the next few days, before the board takes a formal decision on the compact this Thursday. Board mambers will be asked to endorse its principles and to provide budgetary authority for the first tranche of redundancy costs.



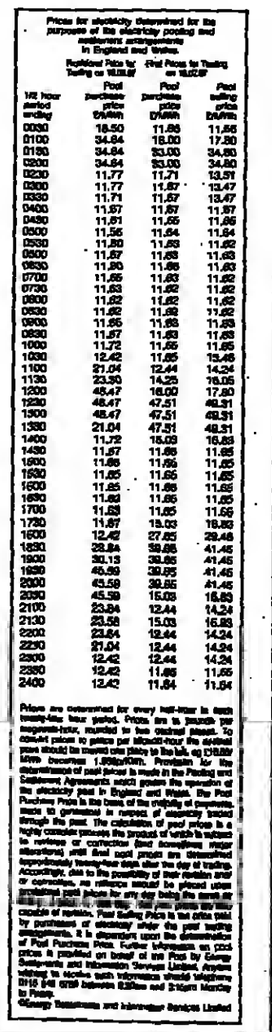
Even if the proposals are approved this week, some bank officials fear they will remain a political hostage to fortune for the duration of the restructuring. The compact does not require fresh money from the bank's shareholders because it it can be paid for from tha uet income which the bank generates from its lending activities. But uonetheless officials fear it will become more vulnérable still to attacks from US legislators, many of whom are inherently ill-disposed to international bureaucracies. This is particularly worrisome when the Clinton administration is struggling to secure enough money from Congress to make its promised contributions to the bank's soft-loan arm for poor countries.

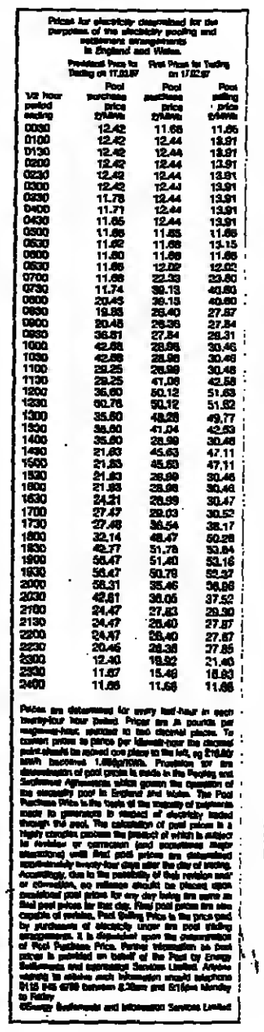
This raises some questions about Wolfensohn's tactics in proposing the compact when he did. It may have been better to wait for further progress from the bank's cost-effectiveness review which got under way last month. This involves bank management, staff representatives and experts from KPMG, the international consulting firm, examining the impact of the bank's organisation, processes, policies and staffing on its cost structure. It is due to report in June, so that management can decide by September what steps should be taken. Its conclusions will be important to the shape of the compact, because $170m of the gross restructuring cost is supposed to be met from internal savings and the redeployment of existing resources.

A second question is whether Wolfensohn should have sugared the pill of his proposed cost increases by suggesting how the bank might increase its revenues. The bank's income is expected to decline over the medium term and the board will hold a seminar soon to discuss how this trend might be reversed. In spite of offering the best financial terms in the market, the bank's lending has declined in real terms since 1995, which suggests that its financial tools need updating. The bank might also consider increasing the charges it imposes on those of its middle income borrowers that uow have greater access to private capital markets.

But the compact is largely about doing what the bank already does, only better. Its shareholders may have been happier with a more far-reaching analysis which questioned the functions of the World Bank group. Possibilities might have included the full or partial privatisation of tha International Finance Corporation, the arm of the bank which lends to private enterprises.

For now, questions of fundamental reform have been left to one side. But if the bank wins approval for the strategic compact, only for results to be achieved less quickly than its shareholders expect, then it risks finding itself in the unenviable position of the United Nations – having reform driven from outside rather than within.





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Plan to set up private Net for City

By Nicholas Denton

Financial institutions in the City of London would conduct securities transactions and receive market information over their own private version of the Internet, if plans being pushed by a leading consultancy come to fruition.

Port, the planned City of London web, would subsume what its developers describe as the "spaghetti junction" of the existing 100 networks built by organisations such as Reuters, Swift, Crest and Gapo.

"This is about the industry getting together to stop this nonsense of wasted energy and resources," said Mr Stanley Young, co-ordinator of the project and a partner of Andersen Consulting, the IT consultancy.

Because Port would use infrastructure from companies such as BT, its costs would consist largely of the purchase of central computers to route traffic. Andersen estimates implementation would cost less than £100m ($159m).

Financial institutions – which spend an annual £7bn on the development, operation and maintenance of computer systems, and their connections to outside networks – are expected to save £00m a year.

The project's originators are Andersen Consulting and the Company of Information Technologists, a group representing IT professionals in the City of London and led by Sir Brian Jenkins, chairman of Woolwich Building Society.

The project is embryonic, but it claims tentative support from banks such as UBS, fund management companies such as Gartmore Investment Management and information providers such as Reuters.

One of Port's first functions would be to allow fund managers, which typically feel out prices from stockbrokers by telephoning around, to seek expressions of interest electronically.

Other potential uses include confirmation and settlement of trades; relaying of real-time information from vendors such as Reuters; distribution of broker research; and publishing of new issue documentation.

Port would exploit the Internet communication protocol, which has provided a common language for computer systems, but information would travel over a high-speed private network rather than the public Internet.

Banks were cautious yesterday about the Port initiative. "Conceptually it is very interesting," said Mr Keith Edginton, head of information technology at UBS in London. But he said the proposal was still to be defined.

Several companies, such as Reuters, support the idea in principle but are already developing their own private Internets to connect with clients. A proliferation of these overlapping networks would negate Port.

However, some financial centres see a coherent private Internet as a means to improve their international competitiveness. Singapore's government has made a high-speed private network part of its plans for an "intelligent island".

Study highlights strong growth since 1979 but points to inequality and skills shortages

Government reforms 'may have halted decline'

By Simon Kuper in London

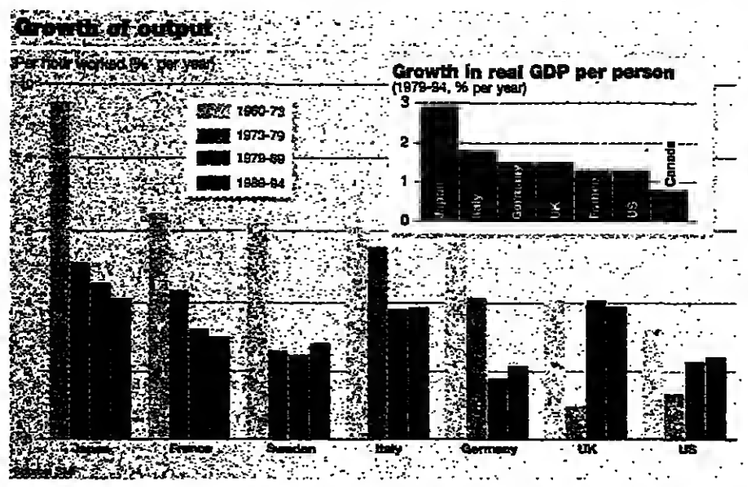
The UK's economic decline relative to other European countries may have ended thanks to government reforms, according to a study published today by the Social Market Foundation, the independent think tank.

The quality of investment, industrial relations and productivity growth have all improved since 1979, according to the study by Mr Nicholas Crafts, professor of economic history at the London School of Economics.

The government is likely to seize on the report to counter claims by the opposition Labour party that the UK economy has slipped relative to the rest of the world since the Conservatives regained power in 1979.

However, the study says some Tory reforms, such as privatisation and tax changes, had contributed to a "rapid rise in inequality of incomes". It adds that a new government could "find it quite difficult to raise the growth rate by very much", partly because of the UK's low investment levels since 1980.

The report also notes "continuing worries about innovation and skills".



The UK ranked 17th in the world in per capita gross domestic product in 1994, having been second behind Australia in 1870.

Its worst relative decline came between 1950 and 1973, the world's economic "Golden Age", when it was overtaken by eight western European states. The UK in these years made more costly policy mistakes than most other countries, says Mr Crafts.

Total investment in nationalised industries "was unusually high and the return on it astonishingly low"; the UK spent too much on prestige research projects, particularly in aerospace and nuclear power; it set taxes too high; and ran unpredictable, short-termist macroeconomic policies.

The country did badly at introducing new technology, partly because poor industrial relations made it hard to dismiss employees.

The economy suffered from weak productivity growth as well as low investment.

But between 1979 and 1994, UK GDP per person grew by 1.5 per cent, faster than in France and the US and on a par with Germany.

The UK should loosen monetary policy in order to weaken the pound, says a report today by Professor Patrick Minford, a senior Treasury adviser. He says that if the pound stays at its present high level the UK economy will grow by about 2 per cent this year, compared with previous forecasts of 3.5 per cent, Simon Kuper writes.

Prof Minford calls on the government to lower interest rates "for a significant time, before reverting to the necessary domestic monetary pressure". This will create little risk of inflation, he says, because the pound's recent rise has had a deflationary effect.

Prof Minford's comments may rattle the Treasury and the Bank of England, the UK central bank, which have done nothing to counter the pound's rise, targeting inflation instead. Sterling has rallied 15 per cent against a trade weighted basket of currencies since August. It is now only 2 per cent weaker than on "Black Wednesday" in September 1992, the day it was withdrawn from the European exchange rate mechanism.

Prof Minford calls the rising pound "an invisible poison, destroying companies' gross profit margins roughly 1 per cent for every 1 per cent on the pound". He points to profit warnings on the stock exchange and to signs output is stagnating.

The UK slipped from 13th place in the GDP per capita league in 1979 to 17th in 1994, due mainly to the rise of the Asian tiger economies.

The only European country to overtake it was Italy.

Mr Crafts says that while the volume of UK manufacturing investment has stagnated in the Tory years, its quality has probably improved, as less is carried out by nationalised industries and more by foreign companies. Job cuts and closures in the 1980s helped boost manufacturing productivity.

The study says that the UK has no hope of matching the growth rates of several Asian countries, but points out that these economies have expanded in large part because of a rise in the number of hours worked.

Non-UK banks boost presence

By Nicholas Timmins

The number of non-UK banks in London continued to expand in last year. A record 561 now have branches, subsidiaries or representative offices in the capital.

The net increase of 20 – with 16 leaving and 36 moving in – follows a similarly sharp rise last year, according to the annual survey from Noel Alexander, a London based banking consultancy.

Growth was particularly strong among those opening substantial operations – branches or subsidiaries, as opposed to representative offices – with 14 opening operations last year against eight in 1995.

The increase was most marked for European banks, with 28 moving in and seven moving out. That included a sharp influx of Russian banks, nine of which opened representative offices last year. Only two left.

Thirty-five European banks have now moved to London in the past two years, said Mr Noel de Berry of Noel Alexander. This highlighted "a paradox – that as Britain seems to be becoming more hesitant about Europe, European banks are still making it clear that they view London as the place to be".

After a decline in the 1980s, the number of US banks is slowly increasing again. Prudential-Bache International was one of three US banks to open operations last year, shifting its overseas headquarters to London from Luxembourg. The other two, Capital One and People's Bank of Connecticut, are credit card based operations, providing further competition to Visa and Mastercard.

Banks listed as having "left" include mergers: Chemical Bank's with Chase Manhattan and NBD's with First Chicago.

There are now 53 US and 149 European banks in London. The number of Arab banks has remained static and Japanese banks are down two, reflecting difficult economic conditions in Japan, according to Mr de Berry.

The statistics, which stretch back 20 years, reflect the growth of London as a financial centre.

There are now twice as many non-UK banks in London as in 1976.

Plan to sell off airwaves unveiled

By John Kampfner and Paul Taylor

Plans to privatise the telephone airwaves by selling parts of the radio spectrum to private bidders will be announced by the government today in a further attempt to demonstrate that it has not run out of fresh policies to put before the electorate.

The plan, to be outlined by Mr Ian Lang, the trade and industry secretary, will force companies seeking to provide mobile telephone and radio-paging services to bid for frequencies under a leasing arrangement. The frequencies will be divided into national, regional and local frequencies, with the UK-wide leases likely to extend for up to 10 years.

The proposal could raise an extra £1bn ($1.59bn) for the exchequer and encourage more efficient use of the radio spectrum by both commercial operators and other users such as the Ministry of Defence, one of the biggest holders of radio spectrum rights.

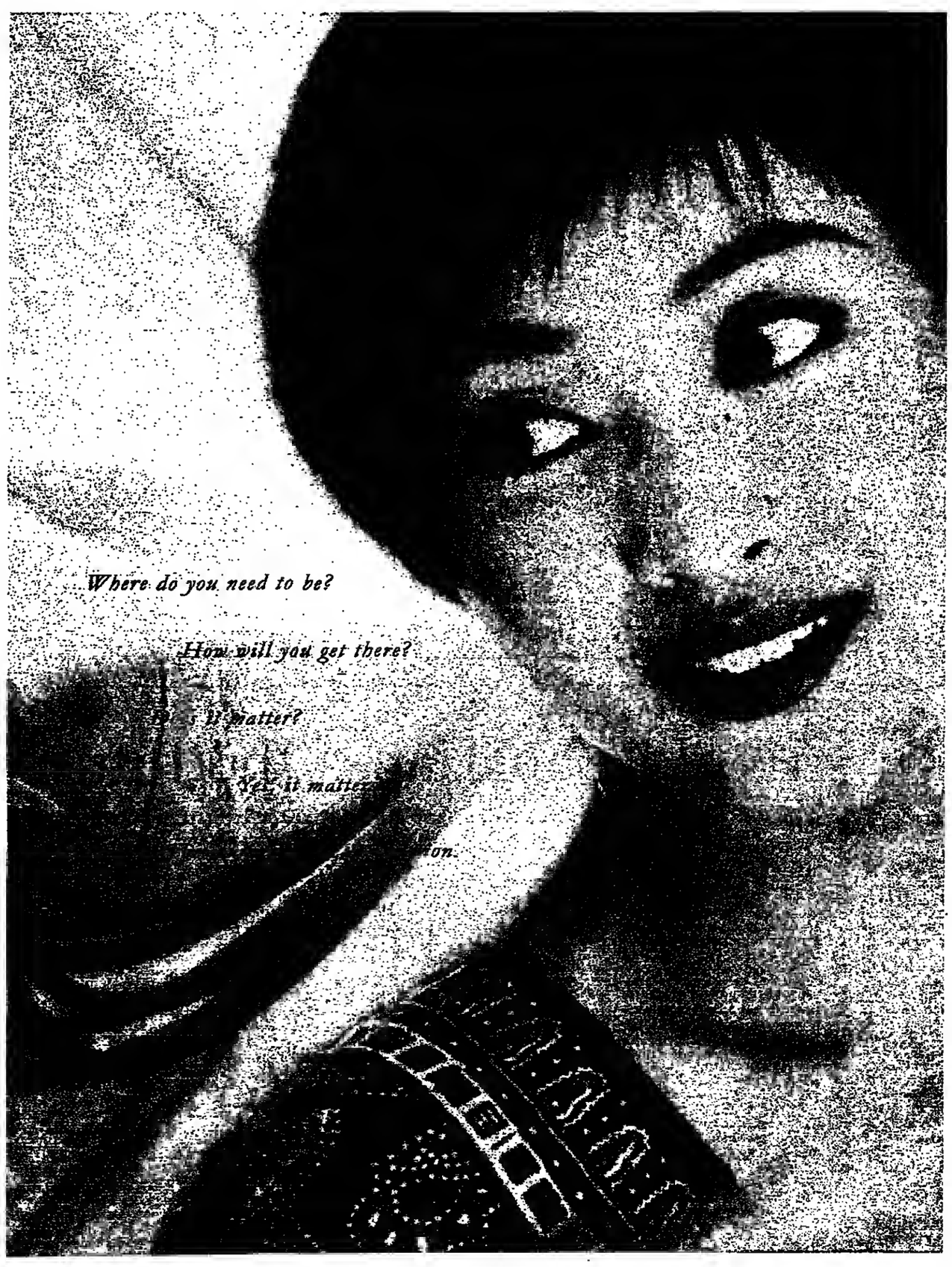
"This will place Britain in the vanguard of the digital future," an aide said. "It will liberalise the overcrowded communications spectrum and put it to more efficient use."

However, the proposals are likely to be opposed by existing mobile telephone operators which have each spent hundreds of millions of pounds building nationwide networks. Existing operators will also point out that the mobile communications industry has given the economy a significant boost in the 1990s generating revenues of up to £12bn a year.

The government's revenue estimate is based on yields from a similar sell-off in the US, where the federal government has raised over $20bn by privatising the radio spectrum.

Under the plan, the radio communications agency would administer bids for parts of the radio spectrum from interested companies. Existing licences awarded to mobile telephone network operators including Vodafone, Celinet, Orange and Mercury, for fixed periods would remain valid.

The government hopes that new entrants to the mobile market will bring prices down for customers, while driving up the value of bids from more established companies.



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A great way to fly
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MANAGEMENT

Failing to get the message

E-mail's advantages could be lost by staff misusing it, says Vanessa Houlder

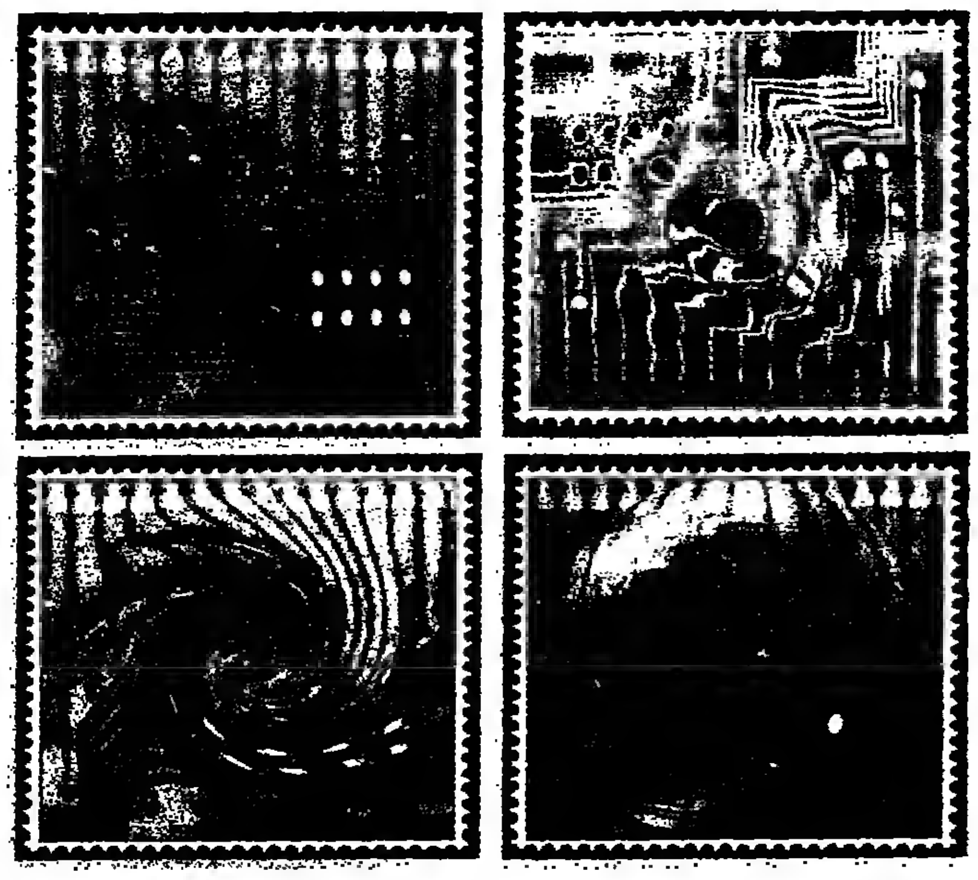
If the champions of electronic mail are to be believed, this is one business tool that managers ignore at their peril.

The slowness of European companies in adopting e-mail is holding them back, according to Andrew Grove, chief executive of Intel, the leading supplier of microprocessor chips to the personal computer industry.

"These applications let you react in minutes and hours instead of days," he said recently. "In that sense, Europe is way behind."

Grove is not alone in singing the praises of e-mail. It allows messages and documents to be sent cheaply and quickly, anywhere in the world, regardless of time zones. It reduces bureaucracy, cuts across hierarchies and allows managers to communicate directly with everybody in the company.

But e-mail is not an unmitigated blessing. Increasingly, companies are facing up to e-mail-related problems such as legal liability, invasions of privacy, threats to confidentiality, risks to the network's security and "information overload" of its staff.



Concern about these issues is not just an excuse made by technological laggards. Computer Associates, one of the largest software companies in the world, took action to stop employees wasting time by continually checking their e-mail. Staff are only allowed to log on to their e-mail for set periods in the morning, at lunchtime and at the end of the day.

Being overwhelmed by an excessive volume of e-mail is an increasingly familiar problem. Smythe Dorward Lambert, a communications management consultancy, has just conducted a survey of 259 UK organisations which uncovered widespread carelessness in the way that e-mails were structured and distributed. It is common for managers to find 100 messages when they return to the office at the end of the day, it said.

In some companies, e-mails are sent with abandon. Every member of staff in one international company received the message: "Would the owner of a red Biro left by the second floor coffee machine like to come and collect it?"

Important messages risk going unnoticed when too much e-mail is sent. Dave de Long, a researcher at Ernst & Young's Boston-based Center for Business Innovation, recalls interviewing a chief financial officer of a large company based in Silicon Valley for a study on e-mail use. This executive once found 2,000 e-mails waiting for him, after he had been away for a week. In despair, he deleted the whole list, without looking at a single message.

Another reason why too much e-mail is sent is that it is often used as a political tool, according to Smythe Dorward Lambert. Old e-mail messages are hoarded, sometimes for more than a year, in case they will be needed to protect an individual's position. As well as souring the atmosphere, this takes up valuable disc space and slows the system down.

The conscious hoarding of old messages is only part of the problem. Companies can find themselves in legal difficulties because old messages – which were assumed to have been deleted – were automatically backed up and discovered by a lawyer pursuing a discrimination or unfair dismissal case.

E-mail is often incriminating, says a report by Gartner Group, a Stamford-based research company. "People who would never become emotional or inflammatory in an open business meeting will sometimes express their thoughts and feelings with great frankness when typing a message on the computer," it says.

The risk that employees' e-mail could give rise to litigatioo means that many companies reserve the right to read their staff's e-mail – usually after warning them that the system should not be seeo as private. However, many staff will view this action as an invasion of their privacy – particularly since most companies allow some personal use of e-mail.

A related issue concerns the protection of sensitive information. Information can get into the wrong hands, simply through carelessness. E-mail can easily be misaddressed; it is also easy to copy, circulate and forward. Some US financial organisations tackle this issue by scrutinising every outgoing e-mail, according to Jim Browning, a researcher at Gartner Group.

In other cases, leaks are not accidental. Safeguards such as encryption and digital signatures offer only a partial degree of protection from hackers.

Hackers from both inside and outside the organisation can be a problem. In one high street bank, a disaffected senior manager would ask one of his IT specialists to hack into the system if he wanted to know what was happening in the human resources department, says Goodman at Smythe Dorward Lambert. He advises anyone who wants to distribute sensitive information to do so on paper.

Some of these problems can be partially tackled by new technology. For example, filters on company "servers" can provide a mechanism for screening out junk e-mail and hazards, such as viruses on e-mail attachments.

Users can also employ so-called "intelligent agents" – software that can be trained to act on behalf of the user – to sort, file and delete e-mail. The introduction of intranets – company-wide networks – may also lessen the pressure from e-mail overload, because Information can be made available on internal websites.

Many companies, however, prefer to deal with e-mail problems by introducing rules and guidelines. In the US, most companies are adopting formal e-mail policies, according to Browning at Gartner. These usually cover legal and security matters, together with guidelines about message style and the frequency with which messages should be sent.

In some cases, these guidelines are strict. A Canadian oil company limits all employees to one screen per message; a telecommunications company bans all inter-departmental communication that has not been approved by the corporate centre. Some companies are experimenting with notional charges for sending messages.

Although formal policies may seem heavy-handed and bureaucratic, the growing use of e-mail will accentuate problems if they go unchecked. The use of e-mail in the US will go up from 15 per cent of the total population to 50 per cent within five years, according to Forrester, the Massachusetts-based market research company.

The immense advantages of e-mail could be overshadowed if people misuse it. "If used effectively, it is a brilliant two-way communication channel," says Goodman. "When not used well, it can create more problems than it is worth."

Points of contact

Why do some people like e-mail and feel in control of it, while others feel bewildered? Research in the US suggests those who successfully use e-mail at work:

- Do not try to read all messages.
- Remove themselves from voluntary distribution lists.
- Keep their inboxes small.
- Keep a small number of mail folders.

Conversely, those who describe their e-mail use as being out of control and feel they may be missing potentially important information:

- Read mail at irregular intervals, or constantly.
- Try to read all their mail but often do not succeed.
- Keep hundreds of messages in their inboxes.
- Often do not get to the bottom of an inbox.
- Want to save a large percentage of their mail.
- Maintain many mail folders on diverse topics.
- Have difficulty finding messages.

The researcher found that some people want a system that manages their mail before they see it; a sort of cyber-secretary. Others are adamant about reading all their incoming mail first, but want subsequent help to store and retrieve messages.

The first group is classified as "prioritisers". They are interested in limiting the time they spend with e-mail and maximising efficiency. They want help in selecting important messages to be read immediately, deleting ones that have been finished with and organising the rest for later reading. They are willing to risk missing an important message for the sake of efficiency in managing their mail.

These people are not necessarily more successful at managing their time than others. But they are more likely to describe management as a central feature of their work.

The second gronp are described as "archivers". These people want to ensure that they read every message and are willing to spend extra time with their mail to avoid missing a potentially important message. They want help in categorising and storing messages, and want better tools to aid in the later search and retrieval of messages.

Archivers are not necessarily just hoarders, afraid to discard anything. They regard the gathering, digestion and distribution of information as critical.

These users are not necessarily well organised. Some are efficient at storing and retrieving messages, but others are very disorganised. They spend much time searching for messages.

Adrian Furnham

Brendan Corr

Mark Kotecha (left) and Tim Loughton: annual turnover of £1m

PARTNERS

Netlink Internet

Mark Kotecha, 32, and Tim Loughton, 34, a director of private asset management at Robert Fleming, started Netlink Internet in 1995. They specialise in providing websites and registering company names on the Internet. Both are prospective parliamentary candidates for the Conservative party. Tim will stand in Shoreham; Mark in Liverpool-Walton. Their company has an annual turnover of £1m.

Mark: "Tim and I became friends at the Wandsworth Conservative Association in 1990. We were both Thatcher fans – me in particular, as I grew up in Finchley and would see her every week. When I started Netlink, Tim was the first person I called.

We'd spent a lot of time talking business and politics, so I knew he was someone who understood new ventures and was prepared to put his money where his mouth was. The first thing he did was to carry out a law and order survey on his constituents in Shoreham, via the Internet. It's a rather sleepy place with one of the oldest political profiles so we were both surprised that he got a decent response.

Tim has his day job, which is good because he's not completely immersed and can offer a slightly distanced perspective. A lot of City people know everything about business, yet they couldn't run a whelk stall. Tim is just on the side of someone who could because his involvement with politics has given him the ability to listen to other people's points of view.

As prospective parliamentary candidates we've both spent time in urine-infested council blocks canvassing for votes. It's a great leveller to find yourself completely out of place. You have to be bullish and confident in politics, which in my experience are the same qualities you need to run a business."

Tim: "I didn't understand a word of what he was talking about at first, so I bought myself a computer and learnt from scratch. Mark had originally wanted to run a recruitment service on the Internet, which looked exciting until another company stole a march on us.

You can't afford to stand still in this business, otherwise you're eclipsed. A while ago he was talking about Internet services in the emerging markets. I told him it all sounded fascinating but best we get on with what we're doing.

Mark would have us bogged down in endless fledgling ventures. Once he's brought back to planet earth, he becomes more focused.

I go into Netlink on an as-and-when-required basis, like presentations and pitching to clients, which can be done in the evenings. I don't have a great deal of spare time, which means we have a lot of breakfast meetings. I couldn't work in the same office, he's far too disorganised.

In many ways he's a complete enigma. He seems to prevaricate a lot, yet he still manages to get things done.

Our interest in politics has definitely strengthened the partnership because it means we share the same philosophies on life and business. Netlink Internet is about communicating information and exchanging ideas. Being a politician is also about communication and marketing ideas. The main difference is in the reward: with Netlink clients reward us with payment; in politics they hopefully reward us with their vote."

Fiona Lafferty

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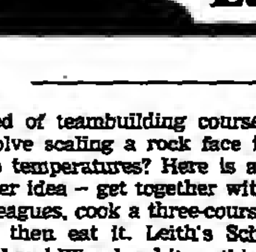
Stakeholders step up for the generation shuffle



Lucy Kellaway

It is a confusing business to be a boss in stakeholder Britain. In the old days you knew where you were: if you kept your shareholders happy everything was all right. Then came the great stakeholding idea and suddenly companies had to start balancing the needs of their owners with those of their staff and customers too.

But now matters have got much worse: the goody-goody Co-operative Bank has just identified no fewer than seven stakeholders. In a speech given last week to the Fabian Society, Terry Thomas, the bank's managing director, said the bank's stakeholdera were tts shareholdere, customers, staff, suppliers, the local community, society at large, and past and future generations.

I suppose one can accept the first six, although quite how a company is supposed in practice to juggle all these interests is a question that no one seems to have answered yet. But past and future generations? As in: I have decided not to do this deal because it would make my grandmother turn in her grave? Or: My unborn grandchild is strongly in favour of this joint venture?

Mr Thomas argues that a company must respect its past and it must also hope to have something better to pass on for the future. As a vague principle this seems perfectly proper, but to raise the status of the dead and the unborn to the same level as other stakeholders does not seem a particularly practical way of running a business.

In any case, if the term stakeholder is that broad, why stop at seven? What about the animal kingdom? And what about competitors? Mr Thomas has already warned us not to be too greedy – so it would seem reasonable to be generous with our competitors in order to make sure that their businesses do just as well as our own.

Tired of teambuilding courses that involve scaling a rock face in sub-zero temperatures? Here is a mnch better idea – get together with your colleagues, cook a three-course meal and then eat it. Leith's School of Food and Wine has hit on this as the latest in corporate training – and so far the executives seem to love it.

While it is hard to believe that chopping carrots together helps teams perform better (any more than dangerous outdoor pursuits do) at least these managers are learning something useful. And who knows, it could do wonders for their team skills at home. Or maybe not.

Many of the executives who have rolled up their sleeves and put on aprons do not have the first idea how to boil an egg, and the fact that at the end of the session they have produced something wonderful says a lot about the teacher. "I never realised I was so good at cooking," they say smugly. They are not. But what they are good at is taking the credit.

The latest from the stress industry: a personal electronic stress arrester. For £24.99 you can have a handheld gadget that will tell you – if you can work out how to use it – how fast you are breathing. And then you can try breathing again more slowly.

Quite why you need a gadget in order to help you breathe more slowly is not clear to me, but Sir John Harvey-Jones is impressed. "At last, an effective way to wage war on stress," he is quoted as saying on the packaging. I am not surprised to learn that Sir John is suffering from stress. The former chairman of ICI endorses so many books, courses, products (more than Tom Peters) that just looking at so many must send his breathing rate shooting up.

A key is something you use to let yourself into your house, and a takeaway is something you buy when you cannot be bothered to cook. But a "key takeaway" turns out to be not remotely like either. I came across this term in a Wharton brochure, where it is used to describe things they teach you at business school. Listed under the "key takeaways" from the courses on leadership is "Learning how to leverage differences and release the full potential of the individuals and groups in your organisation". I'd rather have a pastrami with extra cheese any day.

I've had various letters complaining that my suggestion last week was not new. Readers tell me they have been scribbling replies on the original letters and sending them back for years. Of course the suggestion is not new. In management there is rarely a genuinely new idea. The challenge is not to search out novelty, but to sift through the grandiose, the pompous and the plain daft and hope you may stumble on something that sounds like sense.

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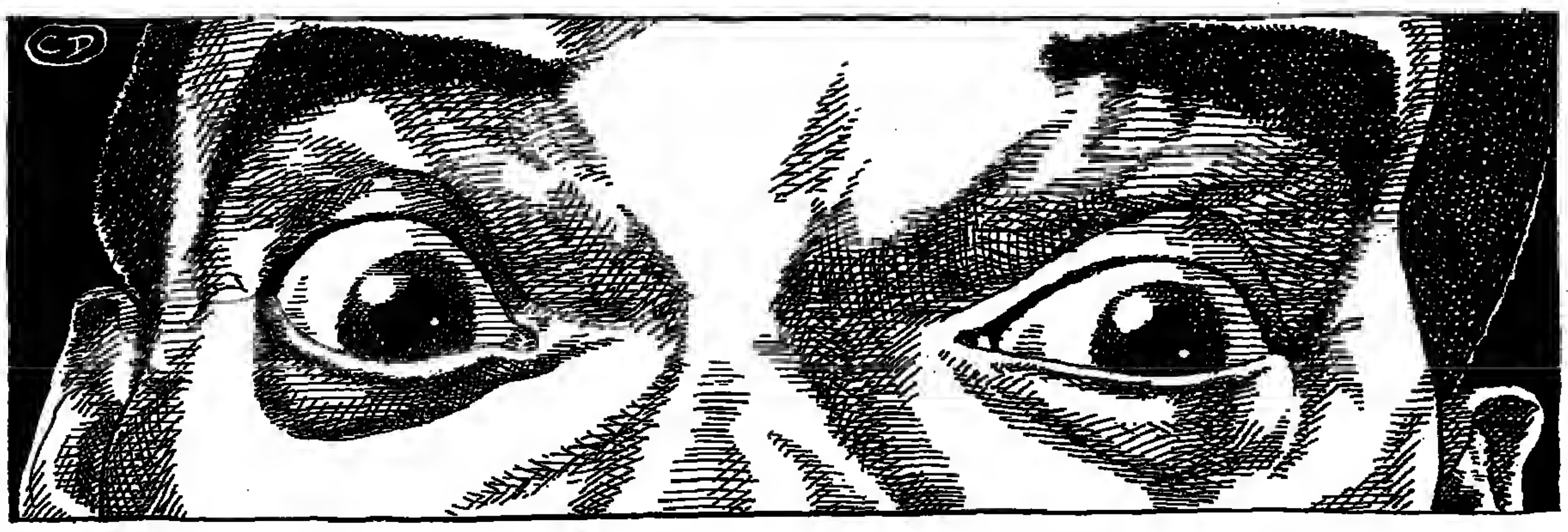


Advertisers eyeball the Net

The long-promised commercial pay-off is close enough to taste, writes Nicholas Denton

How exactly do you make money on the Internet? Few are asking this question more anxiously than publishers. Many Net users expect the new medium – its traditions framed by its history as a network for academics – to remain free.

Electronic transactions are taking off slowly. Charging people subscriptions, for all but a few publications such as Playboy's online product, just seems to drive readers away. Slate, the high-brow electronic magazine published by software company Microsoft and the US journalist Michael Kinsey, is one of several publications to delay charges.

Enter advertising. Mary Meeker, technology analyst at Morgan Stanley, the US investment bank, sees hope for Net publishing in the history of other new media. "There was turmoil at the beginning of every medium," she says. "How are we going to make this work?' people asked themselves. Advertising always came in as a saviour."

That is now happening. The online advertising market, which barely existed in 1994 and was worth $55m (£35m) in 1995, exceeded $340m last year, according to Jupiter Communications, the market research company. On the back of this advertising growth, Yahoo, the leading search engine (or navigation service) for the Net, moved into the black in its most recent quarter, much earlier than Wall Street had expected.

"Keep all this in perspective: this is all fledgling," cautions Peter Storck, head of Jupiter's online advertising research. But it expects Net ad revenue to reach $5bn by 2000: faster growth than that for radio, television or cable television in those industries' early years.

These forecasts are spurring the advertising industry on. Softbank Interactive Marketing, the largest Net ad sales company, has recently opened in Europe, for instance, while mainstream agencies such as Young & Rubicam – prompted by competition from new media boutiques – have set up departments. Audits, crucial to the confidence of advertisers, are provided by companies such as I/PRO, an associate of Softbank.

This rapid expansion is due to the "eyeballs" – the attention of consumers which advertisers covet – moving to the Net. Radio took 38 years to accumulate an audience of 50m in the US, television 13 years, and cable 10 years, according to Morgan Stanley. But World Wide Web usage in the US should reach that level by 1998, five years after it took off.

There is also the increasing sophistication of advertising on the Net, and the realisation by advertisers that the medium may be ideal for direct communication with consumers.

Advertising in that arena is not an immediately obvious notion. Images, audio and video from the Net – transmitted across ordinary telephone lines at a typical rate of 28.8 kilobits per second – still do not match the quality of glossy magazines, radio and television. The frustration of waiting for an excessively large advert to download on to a web page can drive a reader to another publisher's site.

However, a standard advertising banner is emerging which, at 468 pixels (screen dots) across and 60 deep running across the top of the page – much like a newspaper masthead – takes up less than 20 per cent of a typical computer screen window into the Net. To accelerate downloading, the Net advertising industry has also set a volontary limit on the complexity of the image.

Creative departments of advertising agencies are also making better use of the interactivity of the medium. Most banners, when clicked upon by a computer mouse, take the user to the advertiser's web site.

However, many of these are an awkward hybrid of product and corporate information, inflicting the annual report and chairman's letter on unsuspecting consumers. Mark Dickinson, one of the founders of Net advertising agency Indexfinger, says many company web sites are the product of golf-course panic. "Senior management just doesn't get it."

One solution is the "microsite", whereby a banner is linked not to the advertiser's main site, but to specially designed content which expands on the banner's message. And some advertisers are reducing their own web efforts in favour of sponsoring content from independent publishers.

The interactivity of Net adverts also helps creative departments refine designs. Publishers monitor the number of readers who, on viewing a banner, "click through" to the linked site.

That shows, unsurprisingly, that adding animation and a call to action such as "Click here!" typically increases the response rate by 150 per cent. Giveaways are particularly powerful. While a flat banner might generate one "click through" for every 100 views (ie, typically only one person in 100 explores the ad), and an animated banner one in 40, a recent offer of a free trip to Iceland on Yahoo drew one surfer in every five that viewed it.

Advertisers and publishers are doing more than cope with the limitations of the medium. In at least three ways, the Net promises progress.

First, Net marketeers can design their campaigns as they go. A traditional direct mail campaign is virtually set in stone from the point at which the millions of envelopes and their contents are ordered from the printers. A Net advertiser could begin with two variants of the same offer, monitor the response day by day, and shift at no extra cost to the more successful version. "Direct marketeers, eat your heart out," says Tom Bowman, commercial director of ZD Net UK, a unit of the leading computer magazine publisher.

Second, online adverts can be tailored in quite specialised ways. On Yahoo, for instance, advertisers such as Miller Brewing can now have some confidence that they are preaching to potential converts. A banner ad for Miller Genuine Draft pops up if the user searches for sites about beer.

Third, and most important, advertisers can ensure they only pay for what they get. "Everything that is happening [during a Net session] is being recorded in a log file somewhere," says Tim Reed, I/PRO's director of business development. Advertisers, as well as knowing exactly how many people have viewed their message, know how many were interested enough to click the ad.

Companies such as Procter & Gamble, the US producer of shampoo and other consumer goods, have started to ask why they should not pay for each "click through", rather than per "impression", as with old media. Andrew Batkin, chief executive of Softbank Interactive Marketing, says poor creative work by advertisers is often to blame for low response rates. "[Paying by 'click through'] would be like paying for photos, but only for those which came out well."

Yahoo says it is working with 2-3 per cent of clients on "performance programmes" under the terms of which it charges $1.00-$1.50 for every qualified lead it passes through to a company, which is much the same thing as a "click through". From this to a cut of any sale made as a result is but a short step.

Mary Meeker believes publishers will start thinking they should be getting a royalty.

Ad in the News: Midland Bank

Surprisingly light-hearted

The big banks learnt long ago to avoid over-claiming – or making almost any claim at all – in their advertising. Or so we thought. The experience of many of their customers in high-street branches was so at odds with the images in the commercials that the press seized upon disgruntled consumers' stories to humiliate the banks.

NatWest ditched its "Action bank" slogan, and then had to abandon its ad featuring a "greengrocer's son" when the press ran stories about how the bank treated its small business customers. Not long afterwards we all thought we'd seen the end of Midland's renowned "Listening bank" theme for the same reason.

However, last week Midland's more recent campaign featuring adapted pop songs and the blue "griffin" sofa was dropped. Surprisingly, we saw the return of the "Listening bank" in two new commercials featuring the bank's staff as super-heroes.

In each, a Midland employee overhears customers talking about problems they have with their banks. One complains about an overdraft fee, wishing she could have a £80 buffer zone; the other bemoans monthly fees for overdrafts. In each case the employee responds by setting off on an heroic series of exploits in the style of the recent *Mission Impossible* movie.

They perform incredible stunts such as clinging on to the roof of a train and swimming through sewers in order to get to the Midland's "bright ideas" room and put the customers' wishes into practice.

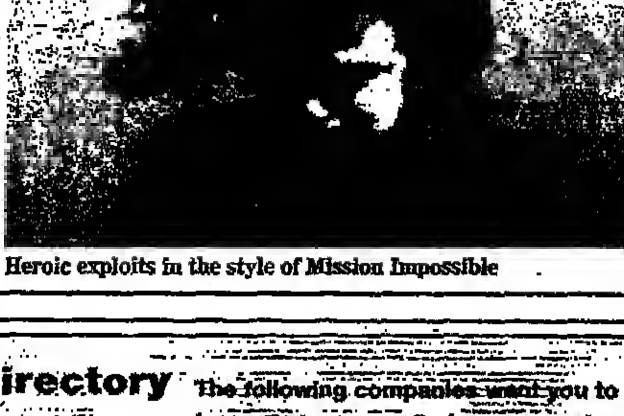
The ads are fast-paced with a soundtrack redolent of the Tom Cruise movie, and strike an upbeat note not heard recently in UK bank ads. They most closely resemble the British Airways commercials of the early 1980s that featured stewardesses as Superwomen. They are surprisingly light-hearted for bank ads. Like BA back then, one suspects Midland is aiming these ads as much at its own staff as at consumers.

The ads not only tell us that Midland staff are wonderful, but they let employees know the bank's senior managers think so, too. It's risky stuff, because even now unscrupulous tabloid journalists are probably trying to unearth damaging stories about Midland staff's failure to listen in real life.

The ads signal Midland's new confidence in its domestic high-street business, and its willingness to accept its HSBC parentage positively. They are memorable and different but, with campaigns from Barclays, Lloyds-TSB and Abbey National in the pipeline, a nervous marketing department will be praying that thousands of Midland employees have learnt the scripts off by heart.

Stefano Hatfield

The author is editor of Campaign.


Heroic exploits in the style of Mission Impossible

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Speakers include Mr. Michael Sze, Executive Director, Hong Kong Trade Development Council; Sir David Ford, Hong Kong Commissioner; Dr Edgar Cheng, Chairman, HK Stock Exchange; Mr Frank Wong, Chairman, HK Futures Exchange; Mr Philip Li, Chairman, HK Capital Markets Association; and Mr Andrew Fung, Chairman, HK Financial Markets Association. Keynote address by Mr John Bond, Group Chief Executive, HSBC Holdings Plc.
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Hong Kong Trade Development Council Tel: 0171 828 1661
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MAY 14-15
Sharing Best Practices through Knowledge Transfer
This two day conference highlights the methods and frameworks for identifying and managing knowledge to support the implementation of best practices throughout your organisation. Contact: Mick Gaynor, Business Intelligence Tel: 0181 879 3355 Fax: 0181 879 1122 E-mail: mick.gaynor@business-intelligence.co.uk
LONDON

MAY 15-16
City of Moscow 850th Anniversary Conference -
New Opportunities in Finance, Investment & Trade, Roundtable with Mayor & Government of City of Moscow. Featuring presentations by leading city officials, investment bankers, corporations on trade & investment opportunities in City of Moscow. Unique opportunity to meet the Mayor & Government. The delegation will be accompanied by large group of senior Russian bankers & businessmen. Vicky Gibb, Sachs Associates, Tel: 44 171 583 7711 Fax: +44 171 583 2455
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MAY 16
Cross Border Distribution of Investment Funds
One day seminar. Jointly organised and chaired by the IBFD International Tax Academy and Coopers & Lybrand. Special guest speaker is Mr Yves Mersch, (Treasury Director, Ministry of Finance, Luxembourg). Contact: Martine van der Weg, IBFD International Tax Academy, Amsterdam, The Netherlands Tel: +31-20-626-7726 Fax: +31-20-620-9397
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BUSINESS EDUCATION

Matthew Kaminski travels to Riga to assess the latest developments in post-Soviet management education

Swedish bread funds salad days

The wood parquet floor and fin de siècle stone furnace in the dean's office are beautifully refurbished. His green Swedish furniture adds a modern flair. It is a mix of the old and the new which characterises the only pan-Baltic business school.

The Stockholm School of Economics in Riga opened its doors in 1994, just three years after the Baltic countries regained their independence and started reviving rich commercial traditions dating back to the era of the Hanseatic League.

The business school, funded by the Swedish government and 34 Swedish corporations, is 51 per cent owned by the Stockholm School of Economics and 49 per cent by the Latvian government. It puts a premium on the modern language and financial skills needed if Estonia, Latvia and Lithuania are to be reintegrated into Europe.

"We wanted to get started as soon as possible because there was nothing of this kind on the ground," says Jan Eklöf, dean of the Riga school. "The international companies which started coming here were crying out for local professionals to recruit."

The Riga school has found some powerful backers. George Soros, the financier, gave $2m (£1.2m) for an auditorium in his name. The Wallenberg family foundation renovated the Art Nouveau building.

Riga's courses differ from a standard MBA programme. Students are brought in from secondary school or from the first or second year of university and the school awards Bachelor of Science degrees in economics and business. The programme takes 36 months.

> 'At 18, they're brilliant but they don't have the maturity we'd like to see'

The [illegible], taught entirely [illegible] En[illegible] [illegible]resses theoretical economics more than western business schools, as befits its undergraduate focus. But standard management courses are taught too, and the most popular elective – as in the west – is a specialisation in management consulting.

Eklöf, a professor from the Stockholm School who previously set up the business school in Hanoi, acknowledges the drawbacks and benefits of a younger student population.

"At 18, they're brilliant and enthusiastic, but they don't have the maturity we'd like to see," he says. "But older people don't speak English very well. Our students were 12 or younger when the Soviet Union fell apart and they've been exposed to western society for much longer period of their lives."

The Riga school has free tuition and its reputation has spread quickly. Ten candidates compete for each place and almost half the students are women.

The young generation in the Baltics has adapted to the times, but Eklöf notes differences from his former students in Stockholm. "They're more professionally dressed here than in Stockholm," he jokes, then turns serious.

Study group: undergraduates discover economics and business in Latvia

"The Baltic students are quite good at all quantitative subjects like maths," he says. "The biggest challenge is to get them to work in groups, to be open and have discussions and to be more interactive."

Critical thinking and teamwork were not stressed by the Soviet educational system. The newly independent countries are stepping away from rote learning and only now are free to teach humanities without the ideological constraints of the past.

The first class of 48 students graduated from the Riga school last year. But among businesses in Latvia the school already has a name.

The 'Big Six' accountancy firms hired a third of the first graduating class. Hansapank Latvija, a Riga commercial bank, employs several analysts who are still studying. "It's the best school in Riga," says its chairman, Ingrida Bluma.

The school's close relationship with the Stockholm School of Economics lets the Riga students quickly move on to a masters programme. But Eklöf notes: "The whole idea is to get them out to work." Starting last year the school made summer internships mandatory for all its students.

Downstairs in the bustling student lounge, Gints Germanis, a 23-year-old with dyed white hair, explains his rationale for enrolling: "I don't think I really like economics, but education is such a huge plus now – I can obtain lots of knowledge and use it in practice."

NEWS FROM CAMPUS

Top job becomes vacant at LBS

George Bain, principal of London Business School, has decided to leave LBS in July 1998, one year before the end of his contract. The school is expected to announce his successor by the end of 1997.

Bain has been principal at LBS for seven years.

One of the main jobs of the new dean will be to launch a major fund-raising campaign similar to the one now in progress at rival Insead, in Fontainebleau.

LBS: UK, (0)171 262 5050

Two scholarships extended at IMD

The Nestlé MBA scholarship for women, designed to encourage more women to study at IMD, in Lausanne, has now been extended to candidates from anywhere in the world. (Previously only European women could apply.)

IMD has also announced that the value of the EPI scholarship, which helps students from eastern and central Europe to study at IMD, has been doubled to SFr40,000 (£16,600). The scholarship, which now covers the total tuition costs for the full-time 11-month programme, is given by EPI (European Productivity Institute), the management consultants.

IMD: Switzerland, 21 618 01 11

Masters of the spring seminar

This week sees the start of Warwick Business School's Masterclass Series, four one-day seminars in March and April on significant management issues. The seminars will cover strategic management, marketing and world class companies and operations.

Warwick: UK, (0)1203 524373

Transitional times under scrutiny

Stanford has opened a research centre designed to investigate economic development and policy reforms in developing and transitional economies. Anne Krenger will move over from her job in the School of Humanities and Science to become director.

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CONFERENCES & EXHIBITIONS

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HERE'S data on other exhibitions.

Date	Event	No. of Exhibitors
6-8 May	☐ SEMICON Test, Assembly & Packaging	170
6-9 May	☐ IMDEX Asia '97 - International Maritime Defence Exhibition & Conference Asia 1997	350
12-14 May	☐ Oceanology International '97 Pacific Rim	100
13-16 May	☐ Tax Free Asia Pacific '97	266
14-17 May	☐ SIBEX '97 - 15th South East International & Construction Exposition Incorporating: AIHEX '97: 3rd S E Asian International Building Services Exposition; AIDEX '97: 3rd S E Asian International Hardware Exposition; REHVAC '97: 2nd S E Asian International Refrigeration, Heating, Ventilation & Air-con Exposition A/E/C System '97	550
16-18 May	☐ Asian Diver Exhibition & Conference '97	250
22-25 May	☐ Zoorama '97	40
	☐ Aquarama '97	110
27-30 May	☐ Asia Pack '97/Asia Print '97 (AIF)	400
2-6 June	☐ The Annual Meeting of the International Society for the Study of Lumbar Spine	25
3-5 June	☐ Pharmaceutical Ingredients Asia '97	120
8-13 June	☐ 19th International League Against Rheumatism (ILAR) Congress of Rheumatology	220
9-14 June	☐ Asia Telecom '97 Exhibition	400
11-13 June	☐ 31th International Symposium on Contact Dermatitis	15
17-20 June	☐ Shop Design Asia - International Trade Fair & Congress for Shopfitting, Display, Merchandising	200
18-20 June	☐ Cannex '97 - The International Canmaking Technology Exhibition	150
20-29 June	☐ World Book Fair '97 Incorporating: 12th World Chinese Book Fair; World English Book Fair; World Electronic Book Fair	300
26-29 June	☐ The PC Show '97 Singapore Incorporating: The Software Show '97	350
3-6 July	☐ Light Source Exhibition & Conference '97	100
10-13 July	☐ The Good Food Show Singapore '97	150
14-16 July	☐ Pro Audio & Light Asia '97 - PALA '97 Incorporating: Pro Audio; Pro Light; Audio Broadcast; Visual Comm; Sound Comm	450
	☐ Music Asia '97	120
17-19 July	☐ AUTOFACT Asia '97/FABTECH Asia '97	75
22-25 July	☐ APP '97: Asia Pack '97 Incorporating "Flexible Packaging Technology Hub"	352
	☐ APP '97: AsiaPrint '97 Incorporating "Emerging Digital Technologies Hub"	352
	☐ Heating, Ventilation, Refrigeration & Air-Conditioning Asia '97 (HVAC Asia '97) Incorporating: Air Filtration & Purification Asia '97; Sanitation Asia '97; Tiles Asia '97	600
28-30 July	☐ DM Asia '97 Conference & Exhibition	60
28-31 July	☐ Clean Rooms Asia '97 / DataStor Asia '97	120

Information is correct at the time of printing. Please contact the respective organisers for the latest details.

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☐ more information about the Exhibitions indicated ☐ Singapore Convention & Exhibition Calendar
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BUSINESS TRAVEL

Travel Update · Roger Bray

Customer bait

An underwater restaurant, where diners can watch exotic fish through the windows, will be a feature of Dubai's spectacular new Chicago Beach Hotel. First phase of the development, a five-star 600-room resort hotel, is scheduled to open in November. The sub-aqua eaterie is planned as part of phase two, a 56-storey, all-suite tower block whose luxury will be so unstinting (it is claimed) that its operators propose to award themselves seven stars.

Its conference centre will be modelled on an Arab dhow and will have room for up to 1,600 guests. Some rooms will have closed-circuit television links, enabling delegates to keep in touch with sessions. Initially, room rates in the 26-storey resort hotel will start at 750 dirhams (£122) per night, rising to 3,500 dirhams for the presidential suite.

To Luxembourg

British Airways Express launches a three-times-a-day service between Gatwick and Luxembourg on May 5. It will be operated by BA's franchise partner, CityFlyer Express, which will offer economy and business class services. Flights to London will leave at 6.50am, 11.05am and 5.40pm. Those in the opposite direction will depart at 7.55am, 2.30pm and 6.45pm.

A cut above

A new hotel in the heart of Antwerp's diamond district is due to open next month. The Astrid Park Plaz is opposite the city's central station, a 10-minute drive from Antwerp airport and 30 minutes from Brussels airport. It will have 229 rooms and 22 suites, a business centre, pool, health club and a ballroom with conference capacity for 600 delegates. There is a shopping centre and an underground station in the same building.

Out of a shell

Hotel competition in Dresden will sharpen when the Radisson SAS chain opens the refurbished Gewandhaus in mid-May. The original building was a cloth merchants' hall, dating from 1770. It was left as a shell after bombing in 1945 and was turned into a hotel in the 1960s. The revamped hotel is in the Altmarkt, opposite the Rathaus and Kreuzkirche. It is a short stroll from the city's opera and concert hall and the Zwinger Palace. It retains its historic façade but will offer business travel needs such as fax and PC sockets in its 98 rooms and telephones with ISDN connections.

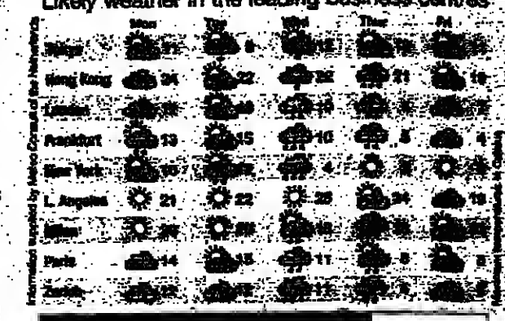
Too hot

A visiting Iranian who devoured platefuls of spicy kebabs in one of Istanbul's best-known restaurants paid with his life last week. Mohammed Faze died on the way to hospital from his hotel where he collapsed with a stomach haemorrhage after eating five Adana kebabs, the Anatolian news agency reported. Meat kebabs from the southern city of Adana are renowned as Turkey's hottest.

Higher charges

Hong Kong's Airport Authority has proposed nearly doubling the charges that airlines pay when the territory's new Chek Lap Kok airport opens in April next year. The authority's chief executive, Henry Townsend, said: "Our [new] charges will be slightly less than twice those levied at the existing airport." The charges include landing fees, parking fees and passenger terminal fees.

Likely weather in the leading business centres



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Michael Skapinker talks to the world's most enthusiastic collectors of airline sick bags

Obscure objects of desire

We were flying over Alice Springs when I came across the Qantas sick bag. I knew it was a sick bag because it had small letters at the top which said: "Please use this bag if you are affected by motion sickness."

Otherwise I would have concluded that it was an envelope for sending your photographs off to be developed. Far bigger letters on the bag shrieked: "Introductory developing offer, now only $5.95 for up to 36 exposures!"

You could even have your photographs on computer disc. "Yes! Complimentary software is included! View your photos on most IBM computers!" All you did – on landing, presumably – was put your film in the bag and send it to National Photos of Southport, Queensland.

It is a long way from Melbourne to London; plenty of time to contemplate this packet which was both a sick bag and a photograph development envelope.

Or rather, a sick bag *or* a photograph development envelope. The people at National Photos would not, I imagine, be pleased to discover that you had used the bag for both purposes. Apart from anything else, it would not be too good for the film.

But who, other than someone suffering from air sickness, would find the bag? I came across it by accident while searching for something to read, in what the airlines call the seat pocket in front of me.

And what is the etiquette once you have used the bag for its first purpose and want to move on to its second? Do you ask the flight attendant for a fresh one? "Yes, feeling much better thanks, but I just remembered that I *must* get my snaps developed."

Back in London, I trawled the FT database and the Internet for more information on sick bags. Did other airlines carry lurid advertising on their bags too? There were, I discovered, plenty of people who knew about sick bags. There are sick bag sites on the Internet. There are enthusiasts who rummage through the seat pocket in front of them the moment they sit down.

Museums even host sick bag exhibitions. There was one on at that very moment. The Worthing Museum in West Sussex was hosting a display of 150 airline sick bags collected by Jenny Davey, a hairdresser from nearby Horsham. The display was part of an exhibition called My Favourite Things.

But I would have to be quick. The exhibition was due to end the next day. I made hurried arrangements to travel down to Worthing, but it was not to be. I was struck down by the flu and the exhibition ended without me.

In retrospect, I was not sorry. On the last day of the sick bag exhibition I am sure the queues outside the Worthing museum were horrendous. Also, I soon discovered that a collection of 150 sick bags was not worth getting out of bed for.

There were far bigger collections. One of the biggest, close to 1,000, is owned by David Bradford, a former British army physician who has retired to Richmond, North Yorkshire. He agreed to show it to me.

Bradford's interest dates back to 1985, when he was serving with the army in Cyprus and was offered a ride in the back of a Phantom jet. The navigator, whose seat he was taking, tucked a sick bag into Bradford's flying suit despite his protestations that he would not need one.

The Phantom took off and climbed at great speed. "Look," the pilot said, "you can see the mountains of Lebanon." Bradford could not see them. "Over your left shoulder," the pilot said. Bradford looked again. They were flying upside down.

Out of deference to those reading this over breakfast, we will tiptoe quickly around Bradford's description of what happened when he discovered the pilot's little joke. Suffice to say that it left him with an enduring interest in sick bags, as well as the realisation that they are not much use when upside down.

In Bradford's living room, we examined the black albums in which he keeps his collection of bags past and present. Qantas is not alone in opting for the sponsored bag, although some airlines seem to prefer companies from fields related to air sickness.

There is an Ansett New Zealand bag which carries this advertisement: "If you need this bag, maybe you need Sea Legs – New Zealand's most popular travel sickness remedy." There is also an Alitalia bag which advertises anti-air sickness gum.

Some airlines opt for tranquil scenes. Air Slovakia produced a bag covered in blue snow flakes. Other airlines accept that if you are using the bag you are probably feeling pretty miserable anyway. A bag from Vasp of Brazil has a frowning face on it.

Taca International Airlines of El Salvador has red and blue parrots on its bag, although it is not clear whether this is related to the English footballers' expression "sick as a parrot". A bag from Finnaviation of Finland has a drawing on it of a reindeer spewing out ice cubes.

Some airlines propose alternative uses for their sick bags. Several tell you to put your litter in them. TWA and Continental Airlines of the US suggest you use theirs as "doggie bags" to carry home (uneaten) airline food for your pets. The TWA bag has a picture of a doleful hound on it under the slogan: "After you've had a chance to roam, don't forget those left back home."

The most striking bag of all comes from Air Afrique, a carrier based in the Ivory Coast. It has an explicit drawing on it of a woman giving birth. Perhaps this is to comfort you with the thought that, however awful you are feeling, there are more painful experiences.

A trend which Bradford dislikes is the emergence of the generic sick bag. These are bags with no names on them which are used by more than one airline. Some airlines stick their logos on the bags, others do not even bother to do that. Bradford turns the pages of his album to several of these bags. "Generic, generic, generic," he says, giving each offender an admonitory smack. "I hate generics."

Bradford is prepared to pay up to £20 for a rare bag, particularly one from an airline which has gone out of business. He also swaps bags with other enthusiasts. There are five or six serious collectors in the world, including a lawyer in San Diego, an airport planner in Dallas and a young German doctor.

There are also collectors of other airline memorabilia who are prepared to offer sick bags in return for one of their favourite items. People collect airline timetables, badges and drinks coasters. There is even an American who collects stewardesses' uniforms. (No, I don't know how he gets hold of them.)

Bradford will not say exactly how many bags he has. He is not, he says, prepared to play Niek Vermeulen's game. Vermeulen is a globe-trotting Dutch property developer. He is also the world champion collector, with 2,200 sick bags.

"I've no intention of catching up with Niek," Bradford says. "He can go ahead. The moment I become serious like Niek I shall give it up."

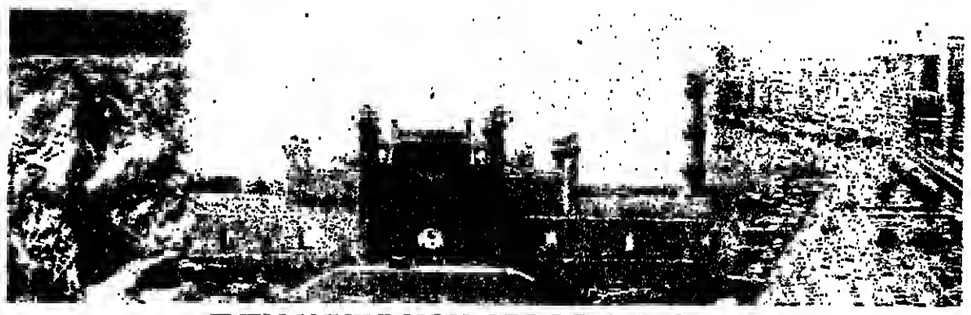
When I reach Vermeulen by telephone, he actually sounds rather jolly. A bag he particularly likes, he says, is one from a Thai airline carrying the slogan: "Get into it!"

When Vermeulen began his collection in 1980, he was not motivated by a love of sick bags. He just wanted to be in the *Guinness Book of Records*.

"But I wanted to do it the lazy way. Not by eating 20 steaks or pushing a car from here to there," he says. "I'm a stamp collector but I thought I could never pass the Queen of England." Suddenly, he recalls, his eye caught a sick bag he had left in his brief case. During a recent flight, he had calculated his expenses on the back of it. That's it, he thought. Add in all his duplicate bags and he now has 8,000.

But there is one he wants more than any other: a sick bag from the US space shuttle. He cannot get hold of one and that hurts.

Bradford has his own Holy Grail. His wife has bought him the video *Independence Day*. It has a scene featuring a sick bag aboard the US president's jet, Air Force One. Dream on.



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PIA Pakistan International Great people to fly with

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THE WEEK AHEAD

DIVIDEND & INTEREST PAYMENTS

■ TODAY

Auto Funding No. 2 FRN 2003 £1,630.68
Do. Class A FRN 2003 £1,686.77
Bank of Ireland Undtd. FRN Cap. Nts. $146.93
Chester Asset Receivables Dealings Bkd. FRN. 2001 £1,614.32
Christiania Bank FRN. Sub. 2001 $293.85
City Mortgage Receivables 1 Mort. Bkd. FRN. 2023 £42.62
City Mortgage Receivables 2 Mort. Bkd. FRN. 2023 £46.30
City Mortgage Receivables 3 Mort. Bkd. FRN 2023 £45.65
Do. Class A Mort Bkd. FRN. 2023 £56.90
City Mortgage Receivables 3 Mort. Bkd. Aug 2028 £48.08
Do. Class B. Mort. Bkd. FRN. 2028 £56.90
Daiwa Europe Bank Nts. 1998 Y2,000,000
Do. FRN. 2000 Y359,520
Do. 4.50% Nts. 2000 Y2,250,000
Do. 4.50 Non-Cell. Nts. 2000 Y2,250,000
Do. 5% Sub. Nts. 2005 Y2,500,000
Ford Motor $0.385
Do. B.D.R $0.01925
Honda Motor Co. 3.6% Bds. 2001 Y280,000
Honeywell $0.27
Hongkong & Shanghai Banking Corp. Prim. Cap. Undtd. FRN. $73.46
Jasmine Co. FRN. 2003 Y1,438,082
Louisiana Land & Exploration $0.06
Midland Bank Non-Cum. $0.355
Do. Non-Vtg. $0.8875
Do. Non-Cum. Dollar Pf. $0.41
Do. Non-Cum. Non.Vtg. B2 $0.1025
Midland Intl. Fin. Sevices FRN 1989 $300.17
Nichimen Corp. Fixed FRN. 1998 Y275,000
Nippon Light Metal Co. 5.30% Bds. 1998 Y530,000
Do. 5.60% Bds. 2000 Y560,000
Nissho Iwai Corp. 3.40% FRN. 1998 Y340,000
NKK Corp. 5.3% Bds. 1999 Y530,000
Do. 5.4% Bds. 2000 Y540,000
NTT Data Comm. Systems 3.3% Bds. 1999 Y330,000
Pendeford Mortgages No 1. Class A1 Mort Bkd. FRN. 2037 £1,005.40
Do. Class A2 Mort. Bkd. FRN. 2037 £1,623.20
Do. Class A3 Mort. Bkd. FRN. 2037 £1,633.17
Do. Class A4 Mort. Bkd. FRN. 2037 £1,638.18
Do. Class A5 Mort. Bkd. FRN. 2037 £1,680.54
Rugby Gtd. FRN. 1997 $14,768.54
Splitab FRN. 1998 $154.83
Sumitomo Chemical FRN 1997 Y16,904
Thames Asset Global Securitisation No.1 Class A2 asset Bkd. FRN 2037
Do. Class A3 Asset Bkd. FRN. 2037 £1,643.14
Do. Class A Asset Bkd. FRN. 2037 £1,712.95
Thomson Corp. $0.145
Toyota Motor Corp. 5.625% bds. 1998 $56.25
Welsh Water Utilities Fin. 7¼% Gtd. Bds. 2004 £71.25

■ TOMORROW

BFI Capital Fin. Fm. Non-Vtg. Pf. $0.47
Dixons Grp. $0.1456
Gold Intl. Fin. Tranche C FRN. 2002 Y1,457,671
Japan Airlines Co. 4.8% Bds. 1998 Y460,000
Do. 5.8% Bds. 2003 Y580,000
Limited Inc. $0.12
Lloyds Bank Series C Var. Rte. Sub. Nts. 1998 £181.68
MBL Finance (Curacao) 6⅞% Bds. 2003 $68.750
Do. 7⅛% Gtd. Bds. 2006 $71,250
Park Food Grp. 1.1p
Sumitomo Chemical 6.35% Bds. 1997 Y635,000
Do. 6.4% Bds. 1999 Y640,000
Sumitomo Realty & Dev. Co. 6.10% Nts. 1998 Y610,000
Do. 6.15% Nts. 1999 Y615,000
Do.6.20% Nts. 2000 Y620,000
Total Fin. Undtd. Sub. Gtd. FRN. Y1,586,849

■ WEDNESDAY MARCH 19

Birmingham Midshires Bldg. Soc. FRN. 2000 £160.27
BFI Cap. Fin. Step up FRN. $0.42
British Funds 11½% Treasury 2001/04 $5.75
Christiania Bank rev. FRN. 1997 $897.28
Leek Fin. No. 1 Class A1 Mort. Bkd. FRN. 2037 £1,604.59
Do. Class A2 Mort. Bkd. FRN. 2037 £1,621.85
Do. Class M Mort. Bkd. FRN. 2037 £1,658.70
Do. Class B Mort. Bkd. FRN. 2037 £1,735.27
Marubeni Intl. Fin. Euro Y. Gtd. Nts. 1998 Y530,275
Raneomes 5½% 1.925p
Scottish Hydro-Electric 5.25p
Taisei Corp. 2.7% Bds. 1998 Y270,000
Do. 3.05% Bds. 1998 Y305,000
Do. 3.80% Bds. 2001 Y380,000

■ THURSDAY MARCH 20

Abbey National Treasury Services Gtd. Nts. 2006 FFR135
Do FRN. 1997 £163.45
Albion 1p
Asahi Breweries 7.3% Bds. 2000
British Funds 10½% Exchequer 2005 £5.25
Commercial Union 10¾% Bds. 2002 £107.50
East Midland Electricity 8.375% Bds. 2006 £83.75
Enron Corp. $0.225
First National Bldg. Soc. FR. Pm. £42.09
Genbel South Africa R0.20
M & G Equity Invs. Tst. 50.848p
Do. 0.88p
Do. Pkge. Units. 0.88p
Morgan Stanley Equity Prf. Equity Rd. 10.858p

■ FRIDAY MARCH 21

American Intl. Grp. $0.10
Bank of Ireland 9.75% Sub. Bds. 2005 £97.50
Foster's Brewing Grp. A$0.05
Jersey Phoenix Tst. 1.5p
Jupiter Extra Income Tst. 1.86875p
S.G.W. Fin. 15¼% Gtd. Nts. 2001 A$331,250
Welsh Water Utilities Fin. 7⅛% Gtd. Bds. 2014 £78.25

■ SUNDAY MARCH 23

European Investment Tst. 11% Ln. 2002 £275

UK COMPANIES

■ TODAY

COMPANY MEETINGS:
BOARD MEETINGS:
Finals:
Alexon
Argos
Astec
ASW Hldgs.
Bund
Churchill China
Dimatek
Eclipse Blinds
English China Clays
Gowings
Hammerson
Metalrax Grp.
Monument Oil & Gas
Pearson
Spendex
TT Grp.
Wilson Bowden
Yorkshire Grp.
Interims:
Mangonese Bronze
Tay Homes

■ TOMORROW

COMPANY MEETINGS:
First Leisure, Equinox, Leicester Square, W.C., 12.00
Gartmore Micro Index Tst, Fenchurch Exchange, 8, Fenchurch Place, E.C., 10.00
Record Hldgs, Parkway Works, Kettlebridge Road, Sheffield, 12.00
BOARD MEETINGS:
Finals:
Berisfin Hldgs.
Britannic Assurance
B.S.G. Intl
Charter
Claremont Garments
Dairy Farm Intl.
Delta
Derwent Valley
DRS Data & Research
Fisher (James)
Glynwed Intl.
Graesbt
Hall Engineering
Hardy Oil & Gas
Law Debenture Corp.
Lopex
Manders
Mayborn Grp.
Meggitt
Roxboro Grp.
Sabre Tst. Grp.
Singapore Para Rubber
Wassall
Watmoughs Hldgs.
Wilson (Connolly)
Interims:
Dorling Kindersley Hldgs.
IAF Grp.
Paterson Zochonis
Wolseley

■ WEDNESDAY MARCH 19

COMPANY MEETINGS:
Mercury World Mining Tst, Gibson Hall, 15, Bishopsgate, E.C., 2.30
Soundtrace, Blenheim Road, Longmead Industrial Estate, Surrey, 12.00
Ward Hldgs, 82, New Cavendish Street, W., 2.30
BOARD MEETINGS:
Finals:
Aegis Grp.
Bowthorpe
Broadcastle
Cairn Energy
Calebread, Robey & Co.
Canning (W)
Cantab Pharmaceuticals
Devro
Evans Halshaw Hldgs.
EW Fact
EXDO
Hat Pin
Hong Kong Land Hldgs.
Independent News
Kingfisher
Mandarin Oriental
Marley
Matthews (Bernard)
Rexam
Television Corp.
Trinity Intl. Corp.
United Carriers Grp.
Vickers
Weir Grp.
Interims:
Beazer Grp.
Britt Allcroft Co.
BZW Endowment Fund
Premier Tst.
Sample Cochrane
Wear Grp.

■ THURSDAY MARCH 20

COMPANY MEETINGS:
Brunner Inv Tst, 10, Fenchurch Street, E.C., 12.45
City Site Estates, Forte Crest Hotel, Bothwell Street, Glasgow, 11.30
Domino Printing Sciences, Trafalgar Way, Bar Hill, Cambridge, 11.00
Microgen, Standard House, 16-22, Epworth Street, E.C., 10.00
Securicor, Ironmongers' Hall, Barbican, E.C., 10.00
BOARD MEETINGS:
Finals:
Abbott Mead Vickers
Airtech
Albright & Wilson
APV
Blagden Inds.
British Borneo Petroleum
Britton Estates
Burford Hldgs.
Courtaulds Textiles
Detrontech Grp.
Edinburgh Oil & Gas
Foreign & Colonial Inv.
Guinness
Jardine Matheson
Jardine Strategic
Keller Grp
Kwik-Fit Hldgs.
Morrison (WM)
National Express Grp.
Queens Moat Houses
Richardsons W'Garth
Rugby Grp.
Servicair
Steel Burrill Jones
TDS Circuits
Telspec
Interims:
IAWS Grp.
McBride

■ FRIDAY MARCH 21

COMPANY MEETINGS:
Hill & Smith Hldgs, Copthorne Hotel, Merry Hill, Dudley, W.Midlands, 12.00
Ivory & Sime ISIS Tst, 1, Charlotte Square, Edinburgh, 12.30
Shires Smaller Cos Tst, 41, Tower Hill, E.C., 12.00
TR High Income Tst, 3, Finsbury Ave, E.C., 12.30, 12.30
BOARD MEETINGS:
Finals:
Frost Grp.
Speciality Shops
TC Grp.
Waco
Interims:
Fortnum & Mason

Company meetings are annual general meetings unless otherwise stated.

Please note: Reports and accounts are not normally available until approximately six weeks after the board meeting to approve the preliminary results.
The list is not necessarily comprehensive since companies are no longer obliged to notify the Stock Exchange of imminent announcements.

هكذا من الأصل

Shopping as spectacle

Victoria Griffith describes a retailing phenomenon

American fashion designer Donna Karan says the coffee and juice bar at her new London flagship store in New Bond Street is not there to quench the thirst of shoppers, but to convey a message about her products. "The store is an experience that's not just about clothes," says Karan. "It's a nurturing, nourishing environment."

The London store is part of a trend known as "entertainment shopping" that is sweeping the US retail business. Stores are no longer just places to sell goods, but an integral part of a company's marketing strategy. "Everyona's doing entertainment retail these days," says Jerry Davis, managing partner of H.O.K., a Manhattan architectural firm specialising in retail.

Doyen of "entertainment shopping" Donna Karan: the store, she says, "is a nurturing, nourishing environment"

Increasingly, the concept of shopping as spectacle is seen as a powerful marketing aid. At the NikeTown athletic footwear store in Chicago, displays of sports memorabilia apread the message that famous athletes use Nike. At the Borders and Barnes and Nobla book chains, store cafés promote an aura of intellectualism.

The gimmicks in flagship stores often serve more to promote company products at other locales than to increase sales on-site. Designer Calvin Klein hopes his fashion mecca on Madison Avenue, for instance, will make his perfume and underwear more desirable than ever outside New York. Klein has added spectacle to tha shop in the form of art exhibits, wbich enhance Klein's image of modernity.

"Entertainment retail is a big deal in tourist centres like New York and London, where millions of people may pass through the central shopping districts," says Linda Price, a marketing professor at the University of South Florida. "Peopla may go into the store just once while they're on vacation, but tba axperience stays with them. When it's done axtremely well, tha shop becomes a tourist destination itself, and that creates a marketing buzz."

The formula can work so well that aven companies outside the retail business may profit from opening a sbop. The Coca-Cola store on New York's Fiftb Avenue does a lively trade in T-shirts and toys inscribed with its logo. But it was launched primarily as a marketing vehicle to increase global beverage sales.

Inside the store, shoppers buy Coke in the old-fasbioned bottles the US discontinued many years ago, and watcb archival videos that tie the soft drink to American history. A segment on hipples in the 1960s, for instance, presents Coke as an unchanging anchor in turbulent times. "Coke was the 'real thing'," says a voice-over, invoking the beverage's 1960s advertising alogan.

Next door, at the Disney store, a saleswoman waves a stuffed Bambi at a Brazilian tourist. "Hi! Welcome to Disney," she calls out in a singsong voice. Sales representatives are increasingly considered part of the spectacle.

Analysts say entertainment retail is now reaching fever pitch. "It's getting to the point that the shopping districts in tourist centres will be like one big theme park," says Lisa Penaloza, a marketing professor at the University of Colorado. With *almost* everyone doing it, entertainment retail is in danger of losing its wow! quotient.

Surfing doctors get daily news

A London-based scientific journal publisber has launched what it claims is the first daily science newspaper on the Internet. Gurrent Science's HMS Beagle, aimed at the biological and medical community, is in fact a weekly "webzine", although key information is updated daily and there is a new cartoon every day.

The service, which is named after the ship that took Charles Darwin to the Galapagos Islands, is available free to members of BioMedNet, an innovative electronic club for biologists and doctors set up by Current Science a year ago (*http://biomednet.com*). The group already has 65,000 members around the world and scientists are joining at the rate of 1,000 to 2,000 a week.

"Traditional publisbers are all putting together electronic versions of their products, but that's not the same as creating a community," says Mr Richard Charkin, who gave up a job as head of general book publishing at Reed Elsevier to become chief executive of Current Science.

A club for professionals on the Internet was the Idea of Current Science's founder Mr Vitek Tracz and a range of such communities is now being planned.

BioMedNet allows legitimate scientists to join for free and communicate with their peers around the world via electronic meeting rooms. They can also read about 1,000 job opportunities and have access to an electronic library containing 100 scientific journals. The company says it is in discussions with "dozens" of other core biomedical publishers.

The service makes its money from advertising and by taking a percentage of the sales of extracts from journals and of books. Both Blackwells and Oxford University Press have put catalogues on the BioMedNet "shopping mall" and sponsored data bases ara also being introduced. However, in spite of increasing sales, BioMedNet has still quite a way to go to break even.

With membership expected to reacb 100,000 this year, Charkin bebeves BioMedNet will soon become too big and plans to start "splintering" it into more specialised groups, for example, a club aimed at the 1m people involved in clinical medicine.

ChemWeb, a worldwide club for the chemical community, has already been set up in a joint venture with MDL Information Systems of California and earlier this month CSG Professional was set up to build Internet clubs and services for the legal community with Law City to be launched later this year and plans to target the financial services sector.

To move ahead quickly, the company plans to raise £10m, but is particularly interested in joint ventures. "I think our trail blazing is genuine and we could be on to something big," Richard Charkin enthuses.

Raymond Snoddy

Reports miss ad opportunity

British Airways left the benefits of marketing up in the air in its last annual report, in spite of spending more than £14m on advertising, according to accountancy firm KPMG.

Similarly, BSkyB, one of the media companies spending most on marketing, gave less detail on marketing in its financial review than it did for many other costs.

KPMG's analysis comes from studying the 1995 annual reports of the FTSE 100 companies. It concludes that most organisations underplay the benefits of advertising, and that some large advertisers – including financial institutions and food processors – are providing less information than they have before.

Among financial institutions, Abbey National, Barclays Bank and Midland Bank each spent more than £20m on advertising in 1995, bnt did not draw the benefits of this to the attention of shareholders.

Kevin Parry, the KPMG partner who led the survey published tomorrow at a conference organised by the Institute of Practitioners in Advertising, says that even where some large advertisers gave marketing extensive coverage in their reports, the quality of that coverage ahould be improved to give shareholders a better Idea of bow effective the marketing has been.

Cadbury Schweppes, whicb owns some of the strongest chocolate and soft drinks brands, had a total marketing budget of £681m in 1995, but did not discuss in detail any of its campaigns, or say much about the results it achieved.

Parry says companies sometimes overstate competitive sensitivities as the reason for not giving detailed information.

He argues that providing better information is good corporate governance and that there is an element of self-interest for marketing directors. "Now a company can demonstrate the effectiveness of spending more on advertising by real examples, rather than making that case in a recession on a bypothetical basis."

KPMG's message is clear: it pays to advertise to your shareholders that you advertise.

Alison Smith

KPMG's second annual advertising survey is available free of charge from KPMG, 1 Puddle Dock, London EC4V 3PD or from the IPA on 0171 235 7020.

Pipex name changes accelerate

Three name changes in three years may seem a lot for a company trying to build a brand name in the UK, but a Britisb Internet service provider recently embarked on yet another identity switch.

UUNet Pipex is achieving its name cbange througb stealth. While last year's change from Unipalm Pipex to UUNet Pipex was accompanied by a big party and widely covered in the press, the recent dropping of Pipex, to become simply UUNet UK, hasn't even been noticed by the company's switchboard operators.

The change is part of a decision to build a global brand, says David Barratt, head of corporate communications at the company's Cambridge base. "Pipex was a very strong brand in the UK, but on the European stage and the world stage the UUNet name is much better known."

He claims not to be worried about the possibility of losing brand recognition in the highly competitive market for Internet services. "Most peopla have now heard of UUNet," he says.

In fact, the name of tha company is still in flux: Chris Batterham, formerly managing director of UUNet Pipex, has been appointed managing director of UUNet in Europe.

Does he have a company to manage? No one seems to know for certain what it is called. There are several contending names. It was UUNet Pipex International, but he will be bringing together several European companies in which UUNet has a stake, including EUNet in Germany and INNet in Belgium.

Barratt says that calling him managing director of "UUNet Europe" is acceptable, but no hard and fast decision on a name for the division has been made because be is in charge of business in continental Europe only.

His replacement at UUNet UK is Pat Chapman-Pincher, formerly commercial operations director at MFS International.

UUNet should understand the effects of changing its name more than most. Unipalm, created in 1986, was taken over by UUNet in 1995 and became Unipalm Pipex for a ahort time before the decision was taken to rename it UUNet Pipex.

UUNet last year merged with MFS Communications, a US-based telecommunications company, and at the end of 1996 the combined group completed its merger with WorldCom, another US telecoms company. The group is now called WorldCom, altbough UUNet Technologies continues as a subsidiary.

In December the Unipalm trading name was sold off, but Barratt says that the Pipex name, which is still used by several divisions, including Pipex Dial, which provides Internet connections for bome users and small businesses, will not be sold. However, he says: "We won't be using it in any new ventures."

James Mackintosh

Cyber sightings

● Britain's Department of Trade and Industry is hoping tbe TradeUK site (*www.tradeuk.co.uk*) launched last week will boost the country's exports. Tbe fast, well-designed pages provide details of UK-based suppliars and their trade associations, but the best service the site provides is a guarantee to find British companies or products even if they are not listed in the database.

● The Royal Economic Soclety has set up a sita (*www.res.org.uk*) with news, a discussion forum and details of the society's 1997 conference later this month.

● Tenders on the Web (*www.tenders.co.uk*), which launches today, promises six weeks' free access to public sactor contracts offered in the European Union, US and Japan.

● Everyone watches the US president's annual State of tbe Union address closely, so the site created by George Welling at *grid.let.rug.nl/welling/usa/presidents/addresses.html* seems an obvious project: the gathering together of every president's annual address.

james.mackintosh@ft.com

Financial Times on the World Wide Web www.ft.com Updated daily

Tim Jackson

Robot fraud

Robertson Daviea, the great Canadian novelist, tells the story of a magician who serves his apprenticeship as a boy by impersonating a robot. Sitting inside a metal case with flashing lights and buttons on the outside, his job is to play a aimple card game with people at a small-town fair, and to con them into thinking tbe metal case holds a brilliantly advanced thinking machine.

The image of the human being inside the robot raises some interesting questions for business on the World Wide Web. Plenty of companies today offer their customers something that looks like electronic commerce, but isn't. Internet brokers take buy and sell orders over the Internet whicb they then execute manually. Internet booksellers forward requests to old-fashioned bookshops by fax or phone. Supermarkets print out their Internet customers' sbopping lists and then send someone round the aisles with a trolley to plck tbe items off the shelves.

At first sight, it's tempting to see these examples as frauds – pretending to be more sopbisticated than they are. But there are often good reasons for tacking a high-tech façade on to a traditional process. From the point of view of the business, a web façade is a good way of reaching new customers without spending buge sums to revamp a "legacy" computer system.

These points help explain why there is a thriving market for products and services that link the wired and unwired worlds together. Some have been covered already in this column. Jfax Personal Telecom allows you to acquire a phone number in a faraway city where people can leave messages or faxes for you Ibat will be forwarded to you over the Internel. Faxaway.com allowa you to deliver faxes to people by sending an e-mail to a special address.

Both these offerings serve clients who are Internet-literate and need to communicate with people wbo are not. But what about the opposite group: companiea that aren't tbemaelvea wired, but would still like to find a way to reach tha millions of customers across the world who use the weh?

There are more organisations in this group than you might think. An American reporter recently tried out the e-mail addresses published by some of the country's biggest companies for customer service questions, and found that only 3 per cent of his mails elicited a response.

Other examples includa companies that blame "security concerns" for their failure to sell products and services by credit card over the web, instead of admitting that they cannot handle the technical issues.

Last week, I came across two prodncts that belp this group of organisations. One is a service called FaxExpress, provided by a New Jersey-based Internet fax reseller called FaxSav.

FaxExpress is so simple that it is almost certain to become a standard facility with Internet service providers.

It allows you, using a simple piece of programming script, to set up a web site so that the information people enter from tbeir browsers is forwarded directly to the web site owner by fax.

This is deeply politically incorrect. Everyone knows that wbat the web site owners ought to be maintaining is a proper database so they don't need to go to the trouble of rekeying the information. But the fact is that many companies are in this category, and FaxExpress-style products are going to be very useful to them.

Still more striking is a new product to be launched today by eFusion, an Oregon-based aoftware company. eFusion is one of many companies that have developad aoftware and bardware products tbat integrate the web into companies' call centres, allowing their existing telesales teams to speak over the phone to customers wbo are browsing the web.

Tbis summer, the company is aet to launcb an interesting product, called Bridgeport, that will allow calls coming into the call centre to be carried over the Internet if the quality is good enough, but will switch them to the public phone network if not.

It was a minor feature of eFusion's product that caught my eye. The Bridgeport box is also targeted at Internet service providers. It allows them to provide phone-like connections between clients using the web and companies that own web sites, and to forward the "calls" not to a single call centre, but to any one of many different small offices.

There is a moral here. Conventional wisdom has it that just as the superstores and discount warebouses have driven city centres out of business, so the Internet will drive superstores to the wall, leaving most business transacted between customers at home and giant 24-hour service centres shipping everything out by courier.

That is not how things may turn out. By bringing some of the benefits of the Internet for only a fraction of the cost of implementing all of them, services such as FaxExpress and Bridgeport may belp the little guys survive. A web site wlth instant information, combined with a knowledgeable and friendly face at a shop around the corner? That is a killer combination – like a bright child inside a robot.

tim.jackson@pobox.com

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Dated 17 March, 1997

Philip Stephens

Time to speak up

The next British government should agree to talk to Sinn Féin – but not on terms set by Gerry Adams

For Gerry Adams, Britain's general election cannot come soon enough. Like most people, the president of Sinn Féin assumes it will be won by Tony Blair's New Labour. He supposes Mr Blair would be a softer touch than John Major. So it is a fair guess Mr Adams has a strategy to beguile the new government. He has misread the Labour leader.

These are trying times for Sinn Féin/IRA. Two years ago Mr Adams celebrated St Patrick's day in the White House. He developed a taste for the limousines and the limelight. Now he is no longer welcome.

Instead President Bill Clinton will play host today to Northern Ireland's unionist leaders and to the political representatives of loyalist paramilitaries. Unlike the IRA, the loyalists have observed (though only just) a semblance of a ceasefire.

So Mr Adams remains in Belfast, mouthing the familiar weasel words about IRA terrorism. He still pretends Sinn Féin is independent of the gunmen. But his calculated ambiguity towards violence renders the truth ever more transparent. He lately voiced regret at the murder of a young British soldier. There was, though, he opined, no cause for him to feel guilty.

In the general election Sinn Féin sees an opening. It might do well in terms of votes. The Social Democratic and Labour party, which promotes constitutional nationalism as the civilised alternative to the violence of republicanism, is in poor shape. John Hume, the party leader, has neglected his own political base in a passionate quest for peace.

Perversely, Sinn Féin has also been the beneficiary of the intransigence of hardline unionists. The Orange Order likes to celebrate Protestant hegemony by marching through Catholic communities. Last summer its annual procession through Drumcree, Portadown, saw the police retreat, humiliated, before a loyalist mob. The incident was a gift to republicanism, rekindling the suspicion of nationalists that the state will never fully confront unionist supremacy.

The net result is that Sinn Féin has a fair chance of taking two parliamentary seats from the the SDLP. Mr Adams could win in West Belfast and his colleague Martin McGuinness in Mid-Ulster. Republican rite would demand neither occupied his seat at Westminster. But you can already hear them crowing about democratic legitimacy.

The parallel possibility is the IRA will signal it is willing to call another ceasefire. One suggestion, taken seriously in London, is that the offer could even come before polling day. Sinn Féin might garner more votes and a newly elected Mr Blair would be put on the spot.

Look, Mr Adams would say, here is your chance for the place in the history books squandered by Mr Major. All Sinn Féin asked was a guaranteed place at the table when the other parties resumed negotiations on a political settlement in early June.

There is an another assumption here. If the opinion polls are even half-accurate, Labour will secure a majority at Westminster. Unlike Mr Major, Mr Blair would not be beholden to the Ulster Unionists. Unspoken, too, is Mr Adams's hope he could rely on support from a sizeable "green" lobby among Labour MPs.

In one respect there is something in such calculations. Labour would want to try to restore momentum to the political talks. On the big issues of principle, Marjorie Mowlam, the party's spokesperson, has stuck to the bipartisan consensus. Yet she has been careful also to flag new initiatives.

Most would be directed towards rebuilding confidence among nationalists. Thus Ms Mowlam has said Labour would incorporate the European Convention of Human Rights into the province's legislation.

It would enhance the fair employment law which helps Catholics into jobs, and look to reform the Royal Ulster Constabulary. It would also give statutory powers to the independent tribunal which is soon to be set up to resolve disputes about Protestant marches.

As for the multi-party talks, a deadlock over the paramilitaries' weapons might be broken by a return to the proposal made last year by George Mitchell. The former US senator, the independent chairman of the talks, suggested decommissioning should proceed alongside substantive negotiations on a political settlement. The unionists, however, have so far stalled the talks by insisting the arms must be destroyed first.

Ms Mowlam nods elsewhere in the direction of the unionists, suggesting greater transparency in the London government's dealings with Dublin and more local decision-making in Northern Ireland. She is holding in reserve her position on Mr Major's promise to beef up the committee of MPs which speaks for the province at Westminster.

The Labour leader has taken a keen personal interest in all this. He sees an opportunity and a risk. The opportunity lies in revitalising the talks, the risk in the ever-present threat of a return to full-scale sectarian conflict. He knows also that Drumcree, where the Orange marchers will return in June, presents a perilous test.

Mr Blair, though, is neither soft nor stupid. On Sinn Féin's entry into the multi-party talks his position is indistinguishable from that of Mr Major. A new IRA ceasefire could not be taken on trust: many beyond the unionist camp would see it as a cynical manoeuvre. To be taken seriously, Mr Adams would need to persuade his hooded friends to end their surveillance and targeting operations and to stop replenishing arms caches.

There is more. Sinn Féin has refused to endorse the principle of consent. This guarantees that the future of Northern Ireland can be decided only by the wishes of the majority is the essential fulcrum of dialogue. Unless Mr Adams agrees, there is no purpose to his admission.

If Mr Blair said otherwise, the unionists would walk away. In opposition, the Conservatives would break with the bipartisan consensus. Many are eager for an excuse, judging Mr Major has already ceded too much ground to the IRA.

So Mr Adams should not be too eager in his anticipation. However nauseating the prospect, the next British government, Labour or Tory, should talk to Sinn Féin. But only if and when it is sure Mr Adams's cloying words about peace will not be spoken once again above the corpses of the innocent.

> Mr Blair sees an opportunity and a risk. The opportunity lies in revitalising the talks, the risk in the threat of a return to full sectarian conflict

LETTERS TO THE EDITOR

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We are keen to encourage letters from readers around the world. Letters may be faxed to +44 171 873 5928 (please set fax to 'fine'). e.mail: letters.editor@ft.com Published letters are also available on the FT web site, http://www.FT.com Translation may be available for letters written in the main international languages.

Divided Europe fails to negotiate effectively on global trade issues

From Mr Keith Richardson.

Sir, Lionel Barber's excellent article ("Brussels strives to call the tune on trade", March 12) if anything understates the crucial importance of this issue. The need for Europe to speak as one in all international economic negotiations is about competitiveness, jobs and economic survival, and it is being trivialised by national administrations which treat it as a bureaucratic turf battle.

What is really at stake is that our living standards are increasingly determined by global flows, not only trade in goods but also services, intellectual property and investment. Europe is the world's largest trading unit, and European industry is strong enough to hold its own. But these flows take place within a framework of globally agreed rules, and except in the specific case of trade in goods European negotiators cannot hold their own because they negotiate not as one but as 15.

In practice Commission officials play a difficult hand with great skill, but they simply do not have the authority to call the shots.

The issue reflects a more general principle. Global rule setting is one of the main agenda items for the next century. Its enormous span ranges from macroeconomic and monetary co-ordination to accounting standards and access to capital markets, from emission controls to drug safety, from taxation to air traffic rights, from information technology to defence procurement. In every case Europe is a crucial player. But its negotiating procedures are a laughing stock.

Authority is divided, decision-making is interminably slow, and there is no way to put the future of Europe's 360m people as a whole before the protection of vested interests.

Fragmentation rules – and then we wonder why our children cannot find jobs. Mass unemployment and its consequent social evils are the direct result of how we mismanage European affairs. And that is what the inter-governmental conference should be about.

Keith Richardson,
secretary general,
The European Round Table of Industrialists,
Avenue Henri Jaspar 113,
1060 Brussels, Belgium

Eurosceptics' criticism of leading UK industrialists is well wide of the mark

From Mr Bryan Cassidy MEP.

Sir, I thought the socialist idea that politicians know better than businessmen what is good for their companies had been finally laid to rest by Margaret Thatcher.

The letter in your issue of March 12 from Messrs Cash and Duncan-Smith attacking the heads of some of the UK's most successful companies, who signed the letter in your March 11 issue, shows that some politicians still think they know best.

Bryan Cassidy,
European Parliament,
97-113 Rue Belliard,
1040 Brussels

From Dr Ian Peters.

Sir, Bill Cash and Iain Duncan-Smith accuse Sir Colin Marshall and other business leaders of being simplistic in their "attempt to misrepresent the Euro-realist arguments as being about whether we are to be in or out of the single market". But their implied argument that small and medium-sized businesses "such as the members of the Institute of Directors" do not share Sir Colin's concerns are equally simplistic and bogus.

Do Messrs Cash and Duncan-Smith believe small and medium-sized businesses make their contribution to job creation in the UK in splendid isolation? The performance of this vital sector depends significantly upon these very multinationals which they decry. Larger companies are important customers for smaller ones, while the latter give the former the essential flexibility that enhances their competitiveness in Europe, and beyond.

The single market provides an extremely valuable first step for smaller businesses looking to develop their export potential. But, perhaps most important, smaller businesses depend fundamentally on stable economic conditions which, whether people like it or not, are now inextricably bound up with our membership of the European Union.

The "Euro-realists" should also note that most of the small business representatives in the UK, including Tim Melville-Ross at the Institute of Directors, are on record as supporting the need for the UK to play a positive role in Europe. Surely this is a realistic expectation?

Dr Ian Peters,
deputy director-general,
British Chambers of Commerce,
Manning House,
22 Carlisle Place,
London SW1P 1JA, UK

BAe's cuts come home to roost

From Mr Julian Lewis.

Sir, Sir Richard Evans should not be too surprised to find he has a lack of up-and-coming graduates with the right education ("BAe to recruit graduates outside Britain", March 11).

In 1992, when British Aerospace was having to make widespread redundancies, all sponsored student apprentices who were about to graduate were made redundant. My friends and I, who had all spent four years training with BAe on the scheme, are not bitter. Recent years have proved us all to be ambitious professionals extremely successful in our newly chosen fields.

My only regret is that, in addition to our skills being lost to BAe, most of us are no longer in engineering at all. Sir Richard may want to reflect on the cost of recruiting and training overseas candidates compared with the short-term savings he made a few years ago.

Julian Lewis,
Golden,
30 Kensington Church Street,
London W8 4HT, UK

Plain as day

From Mr Paul Miners.

Sir, My guess is that the vast majority of the population prefers summer time ("EU to resist French bid to quit daylight saving", March 11), and that an extra hour's light in the evenings throughout the year would improve the quality of all our lives.

So the French are 50 per cent right – yes to a single time, but let it be summer.

Paul Miners,
Janex,
Chemin des Fleurettes 47,
1007 Lausanne,
Switzerland

Stay in Touch

FT Guide to Telecoms - Wednesday, March 19

On Wednesday, March 19 the Financial Times will publish the first in a new quarterly series of guides to the telecommunications industry. Each issue will focus on developments affecting individual companies and the industry as a whole both at home and abroad.

The first issue will look at telecommunications in developing countries and emerging markets and will include sections on technology, news analysis and personalities. The FT Guide to Telecoms. Keep in touch.

Financial Times.
World Business Newspaper.

The FT Interview • Gerhard Schröder

Mover and shaker

Germany's prime Eurosceptic tells Peter Norman of his currency misgivings

As a young member of parliament in Bonn, Gerhard Schröder once clambered up to the fence of the Chancellery, rattled it and shouted: "I want to get in here."

Now, aged 52 and Social Democratic prime minister of Lower Saxony, his ambition is rattling the nerves of those inside.

For recent opinion polls have given the Social Democratic party (SPD) the lead over Chancellor Helmut Kohl's Christian Democratic Union and singled out Mr Schröder as the SPD politician with the best chance of winning the general election late next year.

Although the Social Democrats are not due to choose their candidate before next year, the possibility that it could be Mr Schröder sends shivers down the spine of friend and foe.

He is a controversial figure, willing to break the all-party consensus of uncritical support for the European single currency. With his pro-business economic policies and his questioning of Mr Kohl's vision of embedding Germany in an ever-more integrated European Union, he annoys his own party and the government coalition in equal measure.

Interviewed in his modest prime ministerial office in Hanover, Mr Schröder is dismissive about the chances of Germany qualifying for economic and monetary union by the planned date of January 1 1999.

"As far as I can see, Germany won't meet the criteria without creative accounting," he says. He would prefer Emu to be delayed.

"I am not one of those who believes that a delay in Emu would be damaging for Europe in the long run. The integration process is so far advanced that I don't believe it would come to a halt if we said: 'We won't make it in 1999, we will delay it.'"

But while challenging the government line that Emu will go ahead on schedule with German participation, Mr Schröder makes clear he has no objections to the Maastricht treaty itself. "The treaty is in order and the idea behind it. The real problem," he says, "is that it must be implemented in such a tight timescale.

Reuters

Gerhard Schröder: 'Germany won't meet the criteria . . .'

"I think there could have been better starting conditions for an economic and monetary union, both in terms of content and timing. That is the basis of my reserve.

"It would have been sensible to keep the old idea of Emu as a crowning of the integration process. That was the idea before Maastricht. The problem since is that an instrument has been created out of something that should be a consequence of integration. The question is: can you do that with a currency?"

Mr Schröder considers the "political imperative" in Germany of trying to meet the Maastricht criteria strictly can only exacerbate the problem of unemployment.

"From the German viewpoint, one must distinguish between the political and economic importance of the criteria. Economically it is impossible to give a reason why a budget deficit of 2.9 per cent is fine and one of 3.2 per cent isn't. But in Germany there is a highly developed stability cultura . . . which demands strict adherence to the criteria." Strict adherence "forces us to give up all means of intervention that could benefit the labour market".

But while jobs are important, there is a more fundamental aspect to his critique of Chancellor Kohl's European policies.

"Kohl says the Germans have to be tied into Europe or they will stir up old fears of the 'furum teutonicus'. I say that's not the case. I believe the Germans have become Europeans, not because they have to be, but because they want to be. That is the difference.

"Kohl and his supporters approach things geo-strategically because they don't trust themselves and because they want to give their neighbours more faith in Germany through integration. But I don't think there ever will be another generation in Germany that behaves nationalistically. I don't see the Germans falling back into nationalism."

His remarks reflect the confidence of a man who has shaken off humble origins to prosper during the post-second world war peace. They contrast with the vision of Mr Kohl, who experienced the second world war as a teenager and developed his zeal for European integration following his brother's death in action.

But if Mr Schröder differs from Mr Kohl on Europe, his view of Germany as a "stakeholder society" is similar. The model developed since the second world war has been "all in all, successful" and has assured "relatively high living standards".

But Germany needs "modernisation in a quite comprehensive sense" to cope with globalisation and the financial costs of unification. Here, Mr Schröder urges more flexibility in the workplace, a mature service sector, more part-time working and more speed in introducing innovative products.

It is the sort of agenda Mr Kohl has outlined in recent speeches. Mr Schröder is unabashed by the comparison. "What I criticise is that he is making these points after 14 years in office. The chancellor can set economic conditions. A state prime minister cannot."

In view of the need for change, Mr Schröder does not expect a rapid correction of Germany's jobs crisis. With 4.7m registered jobless, "I don't believe there is a big bang for overcoming mass unemployment", he says.

It is a crisis that puts the Social Democrats in a dilemma. "Our job is to bring this government into difficulties on tax, pension and labour market issues and make political capital for ourselves." But the party "has a responsibility to make sure that unemployment doesn't rise".

With the German press speculating feverishly about Mr Kohl's future and a possible realignment of party affiliations, could it be that Mr Schröder had dropped a hint in favour of a "grand coalition" of CDU and SPD to overcome Germany's problems?

He does not rule out the possibility. "Put it this way. One and a half years before a general election, there is not much point speculating about a grand coalition. But one should not be worried about it. The SPD must be prepared to treat it as a political option."

هكذا من الأصل

OPENINGS

SALZBURG
There will a lot of disappointed opera-goers at the opening of Peter Stein's new Easter festival production of *Wozzeck* on Saturday. A month before rehearsals began, Welsh baritone Bryn Terfel told the festival he would not be taking part, apparently because he had not had time to learn the title role. He has been replaced by a little-known German, Albert Dohmen. The production, conducted by Claudio Abbado (right), will be revived at the summer festival, again with Dohmen.

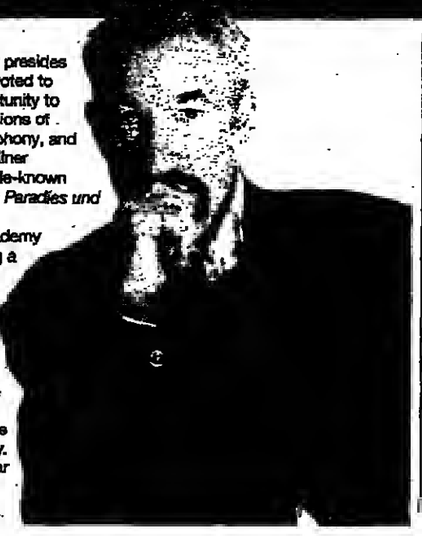
GENOA
An exhibition of paintings by Anthony Van Dyck (1599-1641) and his contemporaries opens at the Palazzo Ducale on Saturday. Van Dyck, who laid the foundations of his career as a portrait painter in Genoa, will be represented by 40 works, and there will be a similar number by Titian, Caravaggio, Rubens and others.

BARCELONA
The Picasso Museum has organised an exhibition of works created between 1904 and 1912 by André Derain, a leading Fauve who also played a prominent role in Cubism. The exhibition, opening on Wednesday, is the latest in a series of shows devoted to artists and artistic movements influenced by Picasso.

LONDON
Next weekend at the Barbican, John Eliot Gardiner presides over a series of talks, workshops and concerts devoted to Schumann. Saturday's events include a rare opportunity to compare and contrast the original and revised versions of the Fourth Symphony, and on Sunday Gardiner conducts the little-known choral work *Das Paradies und die Peri*.

The Royal Academy of Arts is staging a major exhibition of the work of *George Grosz* (left), whose political cartoons capture both the seductive and the repulsive face of Berlin in the 1920s. The show opens on Thursday.

On Tuesday Simon Callow (right) opens as Oscar Wilde in Michael McLammoir's *The Importance of Being Oscar*, at the Savoy Theatre.



PARIS
The latest blockbuster exhibition at the Grand Palais is a multidisciplinary show exploring the artistic links between Paris and Brussels in the period 1848-1914. Opening on Friday, it aims to underline the influence French and Belgian artists had on each other in developing the great movements of the age, from Historicism and Impressionism to Symbolism and Art Nouveau.

AMSTERDAM
Viennese art between 1870 and 1918 – one of the most innovative periods in modern art history – is the subject of an exhibition at the Van Gogh Museum, opening on Friday. It includes masterworks by Klimt, Schiele, Kokoschka and others, many of them on loan from the Belvedere Palace in Vienna.

As the Royal Opera faces two years in exile a strong music director is vital; from left: Bernard Haitink, John Eliot Gardiner, Andrew Davis, Mark Elder, Daniele Gatti and Valery Gergiev

Pretenders line up for the baton

Will there be a new music director at the Royal Opera, or will Haitink stay? asks **Andrew Clark**

After months of delay, the Royal Opera House will finally be in a position this week to announce programme plans for its two-year closure, starting in July. A meeting of the Arts Council on Wednesday is expected to approve the ROH's budget proposals, triggering the financial guarantees needed to keep the Royal Opera and Royal Ballet afloat during their period in exile.

For the ROH's employees, the announcement should help to clarify the thorny question of job losses and working conditions. For the outside world, the main interest lies in details of repertory and venues. But for everyone concerned about the company's fragile fortunes, a key issue is the future of Bernard Haitink as music director – the man who, as *Meistersinger* showed on Saturday, acts as a guarantor of artistic standards.

Haitink's refusal to commit himself beyond July, when his second five-year contract runs out, has led to intense speculation about possible successors. The hottest names are John Eliot Gardiner, Daniele Gatti and Valery Gergiev, all of whom have made notable contributions this season. Andrew Davis and Mark Elder are also mentioned. The Royal Opera asked Sir Simon Rattle if he was interested, but the reply was no.

The prospect of spending two years without a home and without a figurehead appals the music staff, who argue that strong artistic leadership is vital to preserving the company's morale and identity during the "messy" period in exile. It is even more vital that a music director should be in place by December 1999, when Covent Garden reopens. Given that leading conductors fill their diaries years in advance, the ROH must act soon.

Although Haitink has often seemed out of sympathy with the company's production policy, his music directorship is generally considered a success; he inspires everyone when he is there, but he is not there enough to be taken for granted. The obvious solution would be to re-engage him. His refusal to commit himself beyond July was a principled stand against the threat of a ruthlessly depleted orchestra during the period of closure. Under budget proposals to be put before the Arts Council, that spectre has been removed. The orchestra will be reduced from around 120 to 98 – not 65 as originally feared – and there will be no compulsory redundancies.

So will Haitink stay? Most members of the company hope so. At 68 he has reached an age when conductors become venerable. Although he has complained in recent months of being tired and in need of a sabbatical, Haitink feels a strong loyalty to the Royal Opera. It has enabled him to tackle many of the large-scale works he missed earlier in his career, and he has a symbiotic relationship with the orchestra. The opportunity to conduct the opening production in the renovated theatre would undoubtedly appeal. But he is clearly disillusioned with the way the company is being run.

The uncertainty over Haitink's position has opened up a debate about the kind of musical leadership Covent Garden needs. Haitink fulfils the function more of principal conductor than music director. Like James Conlon at the Bastille in Paris, he may be consulted about broad tenets of artistic policy, but he is not much involved outside his own productions.

Many in the music business argue that the lynchpin of an opera house is the conductor; to make the most of a fresh start in 1999, the Royal Opera needs hands-on leadership – someone who will be there on a day-to-day basis, laying down values, taking an active role in policy-making, supervising casting and galvanising people in the most personal way. This was Elder's function in the "Powerhouse" era at English National Opera, and Wolfgang Sawallisch's in Munich; it is also the way James Levine works at the Metropolitan Opera. The payoff is a remarkable consistency of musical standard.

The alternative view is that, in a theatre where real artistic power lies with managers like Nicholas Payne and Peter Katona, what is needed is a glamorous front-man: a musician of the highest quality, who oozes charisma and is capable of raising standards just by being there – above all, someone more interested in making music than sorting out problems backstage. This is how Haitink operates: he is a wonderful conductor, but not temperamentally suited to the old-fashioned hands-on approach. The result is a sprinkling of extraordinary highs every season, outnumbered by run-of-the-mill evenings.

That is why Rattle would be a popular candidate: he combines high standards, energy and all-out dedication – a powerful cocktail for anyone who can lure him. In an ideal world, Rattle and the UK's biggest music institution would be natural partners. Rattle recognises, however, that his approach is *too* hands-on for a busy opera house: accustomed to total control at Birmingham, he could never cope with the compromises involved in working at Covent Garden. He has conducted no Italian operas, and only one Wagner. His operatic future lies in special projects, where he can rehearse in isolation from the rough-and-tumble of a repertory theatre.

Gergiev would be the orchestra's choice: the quality of playing in *Lohengrin* last month spoke for itself. The problem with Gergiev is that he is all inspiration and no technique. This is fine when he guest-conducts, or at the Kirov where every decision is his. With any other opera company it could spell chaos. He will be back next January to conduct concerts of Tchaikovsky's *The Enchantress*, but until he slows down or gives up the Kirov, a close relationship with Covent Garden is unlikely.

It looked as if Gardiner was being lined up as a candidate when he conducted *Chérubin* in January. But as at Opera North, which he guest-conducted in the late 1980s during its search for a music director, the staff took fright. Gardiner is an extraordinary musician with a lot to offer, but he has had personality problems with major British orchestras. This is why he spends most of his time working with hand-picked ensembles of his own.

Gatti gets results and is well liked: *Giovanna d'Arco* and *Turandot* last year were a personal triumph. The Italian repertory, not the strongest suit of Haitink or his predecessors, would flourish under his command. But Gatti already has one London post – music director of the Royal Philharmonic Orchestra – and is about to start a five-year contract at the Teatro Comunale in Bologna.

He has time on his side. Which brings us to Davis and Elder. Both are British, both have wide repertory sympathies – Elder is especially versatile – and both are around 50, a good age for the job. Each would dedicate himself to it heart and soul. The problem is charisma: neither really has it. Elder suffers an additional disadvantage in that he comes from "down the road" – the way the snobs at Covent Garden refer to the Coliseum.

Although the ROH management would have preferred Haitink to commit himself earlier, his calculated procrastination has actually worked in both sides' favour. The ROH has discovered that the leading candidates are either unavailable (Gardiner, Davis, Elder), unavailable (Gatti, Gergiev) or both (Rattle). Haitink, meanwhile, has secured most of his goals on his own terms, and enhanced his moral stature in the process. All the indicators point to his being re-engaged for three years, possibly five. This would rule out a dynamic new music director for the millennium – but amid the turmoil of redevelopment, it would give the ROH breathing space and a measure of stability. By 2002, Gatti, Christian Thielemann, perhaps Gergiev or a newcomer, may be ready to pick up the baton.

A review of *Meistersinger* will appear in tomorrow's paper.

Theatre

Political lust for power

Discovering a solidly crafted family drama which will be past its sell-by date, if not by May 1 then not long afterwards, is rather startling. "Appearances don't matter to me," announces newly elected Labour MP Felicity Anderson, in the wake of Labour's landslide victory at the general election in Andy de la Tour's new play, *Landslide*, at the West Yorkshire Playhouse, Leeds.

She is meeting her former enemy, dashing St John Hewitt (Christopher Ravenscroft) who had held the previously safe Tory seat for 27 years. Her avowal of sincerity is tested to the limit as she attempts to seduce Hewitt into supporting her election pledge to scupper a new local development in which he may or may not be involved.

The air is thick with the sound of axes being ground, scores being settles, and passions both personal and political becoming inflamed as Anderson takes on Hewitt, his family and its fortunes. What she has not reckoned with is the implacable loyalty of Hewitt's wife, Jessica, the utterly plausible Deborah Norton. De la Tour throws sex and blackmail into the equation and at times the plotting threatens to be too predictable, but by the second half the dramatic noose has been pulled extremely tight and you cannot guess which way things will go – an unusual state of affairs with political satire.

The secret of its success is the unlikely marriage between form and content. Look at the ingredients: remote father, powerful mother, sensitive son, country house . . . there are even french windows and a drinks trolley. We could be watching *Five Finger Exercise* or any one of those fractured family dramas from the 1950s. De la Tour uses the form not only to mirror Tory values but also to comfort an audience who would not be seen dead going to "political" theatre.

Jenna Russell struggles valiantly to breathe life into Felicity Anderson, but the character's political journey is too contrived; even Gwenda Hughes's sure-footed direction cannot stop the climax teetering over into melodrama. But these faults are forgiveable; de la Tour draws his villains as strongly as his often unexpected heroes, and some of the most trenchant comments about New Labour come from the mouths of the Tory characters. The unmasking of naked selfishness and the casualties caused by the lust for power make *Landslide* a vengeful, unashamedly enjoyable evening.

David Benedict

INTERNATIONAL ARTS GUIDE

■ AMSTERDAM

CONCERT
Concertgebouw Tel: 31-20-6718345
● Koninklijk Concertgebouworkest: with conductor Kurt Sanderling perform works by Mozart and Shostakovich; Mar 19, 20, 21

■ BERLIN

EXHIBITION
Alte Nationalgalerie Tel: 49-30-209050
● Adolph Menzel (1815-1905): Between Romanticism and Impressionism: retrospective exhibition featuring 130 paintings, drawings, pastels and watercolours by Adolph Menzel, one of the leading German artists in the second half of the 19th century, in addition to many of Menzel's acknowledged masterpieces the exhibition includes numerous sketches and drawings depicting bourgeois life in Berlin, Menzel's family circle and landscapes in and around the Prussian capital; to May 11

■ BOLOGNA

CONCERT
Teatro Comunale di Bologna Tel: 39-51-529901
● Orchestra del Teatro Comunale di Bologna: with conductor Gustav Kuhn and the Coro del Teatro Comunale di Bologna perform works by Mahler; Mar 18, 19

■ BRUSSELS

CONCERT
Palais des Beaux-Arts Tel: 32-2-5078200 (Concerts)
● Orchestre Philharmonique de Liège: with conductor Pierre Bartholomée and violinist Martin Beaver perform works by Stravinsky; Mar 20

■ CHICAGO

EXHIBITION
Terra Museum of American Art Tel: 1-312-664-3939
● An American Century of Photography - From Dry Plate to Digital: a 253 print survey providing a broad perspective on the history of modern American photography. Featured artists include Alfred Stieglitz, Edward Weston, Ansel Adams and Minor White; to Mar 30

■ HAMBURG

EXHIBITION
Hamburger Kunsthalle Tel: 49-40-24862612
● Italienische Zeichnungen der Renaissance: display of drawings from the museum's own collection covering the Renaissance period from its formative years (Mantegna and Botticelli) through to the later works of Leonardo, Raphael and del Sarto; to Mar 23

■ LONDON

CONCERT
Barbican Hall Tel: 44-171-6384141
● English Chamber Orchestra: with conductor Stefan Asbury and percussionist Evelyn Glennie perform works by Britten, Macmillan, Busoni, Saint-Saëns and de Falla; Mar 20

EXHIBITION
British Museum Tel: 44-171-6381555
● Modern Scandinavian Printmaking: this exhibition featuring 170 prints by 57 artists examines the strong tradition of printmaking among Scandinavian countries over the past 100 years. Artists represented include Anders Zorn, Edvard Munch, Asger Jorn and Rolf Nesch; to Apr 20
National Portrait Gallery Tel: 44-171-3060055
● Variations on a Theme: exhibition celebrating Britain's musical heritage of the past 150 years, including some rarely seen images from the Gallery's archives. Composers featured include Coleridge Taylor, Britten and Rawsthorne; to May 26

OPERA
Royal Opera House - Covent Garden Tel: 44-171-2129234
● Cosi fan Tutte: by Mozart. Conducted by Alistair Dawes, performed by the Royal Opera. Soloists include Melanie Diener and Leah-Marian Jones; Mar 19

ROCK & POP
Royal Albert Hall Tel: 44-171-5898212
● John Denver: performance by the American singer; Mar 19, 21

■ MADRID

EXHIBITION
Fundación Juan March Tel: 34-1-4354240
● Max Beckman Retrospective: exhibition featuring 35 works completed by the German artist between 1905-1950. Beckman was at the forefront of the German avant-garde with work that forsook Impressionism for New Realism; to Jun 8

■ MUNICH

EXHIBITION
Haus der Kunst Tel: 49-89-211270
● Richard Lindner-Retrospektive: the first large-scale exhibition of the illustrator and pop artist since his death in 1978. On display are 66 pieces, covering his early work from the 1940s through to later paintings where he used bold colours to recreate everyday images; to Apr 27

■ NEW YORK

CONCERT
Alice Tully Hall Tel: 1-212-875-5050
● The Chamber Music Society of Lincoln Center: the conductor David Shifrin, violinist Ani Kavafian and pianist Anne-Marie McDermott perform works by Mendelssohn and Schubert; Mar 18

OPERA
Metropolitan Opera House Tel: 1-212-362-6000
● Aida: by Verdi. Conducted by Adam Fisher, performed by the Metropolitan Opera. Soloists include Lisa Gasteen, Dolora Zajick and Richard Margison; Mar 18

■ PARIS

DANCE
Théâtre de la Ville Tel: 33-1 42 74 22 77
● Z/na: choreographed by Ohad Naharin to music by Lider and Naharin and performed by Batsheva Dance Company; from Mar 18 to Mar 22

EXHIBITION
Musée d'Orsay Tel: 33-1 40 49 48 14
● Emile Verhaeren: un musée imaginaire: exhibition jointly organised by the Musée d'Orsay and the Musée de la Littérature de Bruxelles, examining the life and times of art critic Verhaeren. On display are a number of paintings, sculptures, drawings and engravings by artists Verhaeren championed, including Redon and Ensor; from Mar 18 to Jul 14

■ THESSALONIKI

EXHIBITION
Thessaloniki Cultural Capital '97 Tel: 30-31-867860-6
● 'No Sign of the Ship Yet': display of work by young German and Greek artists based in Berlin, presenting work with the common theme of water. The exhibition takes place at the Serbian Warehouse; from Mar 19 to Apr 26

■ VIENNA

CONCERT
Musikverein Tel: 43-1-5058681
● Göteborg Symphony Orchestra: with conductor Neeme Järvi and bass Paata Burchuladze perform works by Tubin, Musorgsky and Sibelius; Mar 19

■ WASHINGTON

DANCE
Warner Theatre Tel: 1-202-783-4000
● Alvin Ailey American Dance Theater: perform "Suite Otis" to music by Redding, choreographed by Faison, "Polish Pieces" to music by Górecki, choreographed by van Manen, "Cry" to music by Coltrane, Nyro and Griffin, choreographed by Ailey and "Revelations" to traditional music, choreographed by Ailey; Mar 18

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FINANCIAL TIMES
Monday March 17 1997

Radisson EDWARDIAN

Major set to call UK election for May 1

By John Kamptner, Chief Political Correspondent

Mr John Major, the UK's prime minister, is today set to call a general election for May 1, launching what the Conservatives have planned will be the most presidential campaign in UK history.

The long-awaited announcement will end months of speculation and spark a six-week fight with Mr Tony Blair, leader of the opposition Labour party.

Mr Major's aides yesterday set the tone for the contest, making clear he wantsd a series of televised debates with the Labour leader – the first of its kind in Britain – while excluding Mr Paddy Ashdown, the Liberal Democrat leader.

Mr Major is expected to follow his visit to Buckingham Palace today with an appearance on the steps of Downing Street and then meet members of the public. "The flavour will be John Major, the man of the people," said an adviser.

After a spate of splits and ministerial gaffes, Mr Major has for some time been urged to wind up the parliament session as quickly as possible, to distance himself from many of his MPs and play to his apparent strengths as a campaigner.

With opinion polls pointing to a Labour landslide, the strategy will be to go for broke. "If Tony Blair keeps things on the rails, we're done for," said a cabinet member. "We've got to knock him off his tracks with all means at our disposal."

Mr Major signalled his intentions with what aides described as an "intensely personal" speech to the party faithful in Bath, southern England, on Saturday. "He's running ahead of his party. He's taken a view on the campaign that his ministers will have to follow."

The Commons is expected to be adjourned a few days before Easter, with the formality of prorogation coming after the break. The campaigns will then get into full gear, with Mr Major addressing a rally in London on April 4, the first of seven around the country.

Both main parties accused the other of running scared on proposals for televised debates.

The Liberal Democrats said any attempt to exclude Mr Ashdown would be rejected by the broadcasting companies and would be challenged in the courts.

Mr Peter Mandsleon, Labour's campaign co-ordinator, said Mr Blair would be ready to consider any format.

Mr Blair said: "We have of course been pressing for mooths and months for such a debate, so obviously we welcome this, assuming that it is a serious offer."

Philip Stephens, Page 16
Editorial Comment, Page 17

EU rejects idea of sending troops to Albania

By Lionel Barber in Apeldoorn and Guy Dinmore in Tirana

The European Union has pulled back from sending troops to Albania, offering instead to dispatch military and police advisers to help the new government in Tirana to restore order.

The scaled-down proposal followed a weekend debate among EU foreign ministers in the Netherlands marked by divisions between France and Germany. An EU fact-finding delegation is due to arrive in Tirana today, led by Mr Jan de Marchant et d'Ansembourg, a Dutch diplomat.

For a brief period on Saturday, it appeared that France and Italy – backed by Austria, Denmark, Greece, and to a degree Belgium – were going to win support for an EU-backed intervention in Albania via s "stabilisation force".

German, Finnish and Swedish opposition offered Mr Malcolm Rifkind, the UK foreign secretary, a chance to seize the centre ground with his plan to dispatch an advisory mission to Albania.

Mr Lamberto Dini, Italy's foreign minister, under domestic pressure to show the EU can act to prevent an exodus of Albanian refugees to Italian shores, had floated the idea of dispatching a heavily-armed force of 3,000 or more.

Mr Hervé de Charette, the French foreign minister, talked about securing Tirana airport and government buildings. The military operation would act preferably under the auspices of the Western European Union, the EU's embryonic defence arm, with a symbolic US presence.

But Mr Klaus Kinkel, Germany's foreign minister, protested strongly against the plans for a "stabilisation force". He condemned the "something-must-be-done" school of foreign policy. "This is no time to plunge into a new adventure," he said.

Meanwhile in Tirana, President Sali Berisha and his new coalition government appear to have restored order to the streets by arming hundreds of militiamsn and sending armoured personnel carriers around the capital. A dusk-to-dawn, shoot-on-sight curfew remains in force.

In a statement on state television, President Berisha said he would stay in office until parliamentary elections due to be held by the end of June.

Mr Bsrishe yesterday granted e pardon to Mr Fatos Nano, the Socialist party leader who was briefly prime minister in 1991 and was jailed in 1993 on corruption charges. Mr Nano is seen as a possible successor to Mr Berisha if the socialists win the elections.

THE LEX COLUMN

Money on Labour

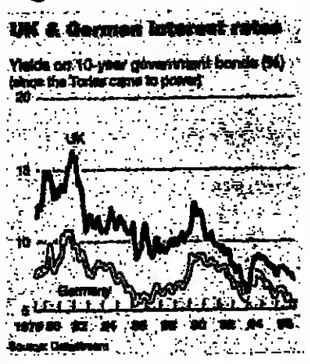
Britain's ruling Conservative party may be fighting the election with the slogan: "You can only be sure with the Conservatives". But for most pundits the sure thing is that the opposition Labour party will win. In the past, investors might have thrown their hands up in horror at the threat of a spend, tax and borrow socialist government. But the determined drive by Mr Tony Blair, the party leader, to the middle ground has largely banished such demons.

As a result, investors can be fairly relaxed. In fact, on one important issue – Europe – there are grounds for optimism. Labour, like the Tories, will almost certainly not take Britain into the first wave of monetary union in 1999. Bnt its rhetoric is less hostile and it could well aim to become a member a few years later.

Why does joining Emu matter? Because Britain would automatically acquire Germany's anti-inflation credibility. Given that 10-year gilts currently yield 1% percentage points more than bunds, considerably lower long-term interest rates would be in store. That would be good not just for bonds but also equities – just look at the way Italian and Spanish securities markets have surged as they have become more credible Emu candidates. And, longer term, industry should benefit from a lower cost of capital.

Moreover, whether or not Britain eventually signs up to Emu, Labour is likely to keep its options open. That points to fairly responsible conduct of monetary and fiscal policy. On the monetary front, Mr Gordon Brown, the opposition chancellor of the exchequer, has already promised the central bank, the Bank of England, an enhanced role in setting interest rates – although still not proper independence.

Given the Bank's belief that monetary policy must be tightened, a Labour victory would mean interest rates were more likely to rise in the immediate post-election period. While that might dent market enthusiasm in the short run, investors should eventually warm to monetary rectitude. Similarly, Labour will need to reduce public borrowing if it wants to retain the option of qualifying for Emu.



Taxation

Sadly, a reasonable outlook for public borrowing does not necessarily translate into lower taxes. Indeed, higher taxes are the biggest reason for investors to worry. Mr Brown may have promised not to put up the basic or higher rate of income tax. But he has not ruled out increasing other taxes.

Given that public borrowing is on a downward path, it is debatable whether taxes do need to rise. But the safest course would be to put them up immediately after the election. That would also be politically smart. If it turned out that higher taxes wers not needed after all, Labour could always take a leaf from the Tories' book and cut them before the next election.

So far, so fair. The snag is that Labour will be sorely tempted to tax non-voters – companies and pension funds. Ths party has already promised a windfall tax on utilities. If this is a one-off levy, shareholders can probably live with it. Indeed, utility shares would probably rise if the tax came in below the rumoured £5bn figure.

The bigger worry is that, once in power, Labour could abolish the tax credit on dividends. That would generate £5bn extra revenue every year, not just once. Such a move could not be defended on economic grounds. It would push up the cost of capital and deter investment. But the intricacies of corporate taxation are so arcane that few voters would understand. And anyway, Labour could argue, it was the Tories who took the first chunk away.

There must also be concern that Labour would be less effective at controlling public spending. The Conservatives have managed to keep public spending at around 40 per cent of GDP, at a time when other European Union countries have seen spending rise to about 50 per cent of GDP. In the short run, Mr Brown will probably be able to maintain his grip. But it doubtful whether his party has the will to keep bearing down on expenditure year after year. And if spending creeps up, higher taxes will inexorably follow.

Supply side

Labour will find it hard to tame the public sector in part because many of its supporters work in the public sector and have high hopes that the party will reverse years of Tory squeezes. But Labour will also struggle because it has little enthusiasm for supply side reforms.

Given that most of the big state industries have already been sold, one might think there is little scope for further privatisation. This is not so. As the Tories have shown in the parliament's dying days with their radical proposal to privatise pensions, the next area for reform could and should be the welfare state. Sensibly, Labour has not ruled out privatising pensions. So privatisation may continue under some guise after the election. But it is hard to imagine it will be pursued with much gusto.

Labour's penchant for regulation is also worrying. The damage that would be caused by signing up for the EU's social chapter and the party's planned minimum wage may not be huge. But they are certainly not pluses. And they also contrast unfavourably with the Tories' continuing drive to cut red tape.

That said, Labour has a couple of policies which could in time improve the supply side. The first is the promised assault on long-term unemployment. If successful, the economy's productive capacity would expand. It would also reduce the drain the jobless impose on the public purse.

The second is the promised drive to improve education – the British economy's Achilles heel. Here, Labour's policies are very vague. But Mr Blair has made education his top priority and the Tories have conspicuously failed to improve schools much despite running the country for 18 years. So Labour may well do better. Even a modest upgrading of Britain's human capital would eventually pay handsome dividends.

In sum, the prospect of a Labour government is good only good in parts. For investors, the best hope is a more constructive attitude to Emu; the worst fear, higher corporate taxation. In the circumstances, the wise course is probably to increase investment in gilts and cut exposure to shares.

Toyota car plant

Continued from Page 1

more than 2,000 jobs in the Pas de Calais area, one of three French regions considered by Toyota.

It could also generate fresh demand for the company's 200 European component suppliers, which last year shared orders worth $800m from Toyota's UK plants.

The project is likely to prove a severe embarrassment to the UK governmsnt, which six weeks ago received a thinly-veiled warning from Mr Hiroshi Okuda, Toyota president, that it might change its European investment strategy if the UK stayed out of European monetary union. Toyota is one of the biggest inward investors in the UK.

Toyota officials last night said a number of feasibility studies were under way, but sdded that no final decision had been taken.

Industry analysts, most of whom had expected Toyota to opt for a low-cost eastern European plant, yesterdey questioned the cost-effectiveness of s site in France.

One motor industry executive, who has been briefed by Toyota, said tenders for the project would be placed later this year following a formal announcement in the summer.

Toyota has set a target of increasing European sales to 600,000 vehicles by the end of the decade, of which it hopes 60 per cent will be produced locally.

Of the 412,000 vehicles sold in Europe last year, 117,000 were produced in the UK. The company plans to invest a further $318m at Burnaston to increase its capacity to 200,000 units a year by the end of 1998.

Zaire rebels in new blow to Mobutu

By Michela Wrong in Lubumbashi, Zaire

Zairean rebels have captured Kisangani, the country's third-largest town and headquarters for the army's failed counter offensive.

The rebels say they will next head for the southern mining town of Lubumbashi and then go on to Kinshasa, the capital.

The fall of Kisangani provoked rumours of an imminent military coup in Kinshasa. President Mobutu Sese Seko, who is recovering from cancer treatment on the French Riviera, cancelled plans to return to Zaire today.

"Lubumbashi is the next big target...but all the towns of the republic are targets including Kinshasa itself," snnounced Mr Repbsel Ghenda, the rebels' spokesman, from the rebel base town of Goma.

The promiss to march on Lubumbashi, capital of ths copper and cobalt-rich province of Shaba, came after e night of wild celebration in occupied territory at the fall of Kisangani.

The capture of the city, a major river port with two airfields, marks a psychological and strategic turning point in the rebels' five-month campaign to oust President Mobutu.

It gives the Alliance of Democratic Forces for the Liberation of Congo-Zaire, led by Mr Laurent Kabila, control of about one-fifth of the country.

Analysts have predicted that negotiations between the rebels and ths government in Kinshasa were unlikely until Mr Kabila had won Kisangani, thereby guaranteeing him control of east Zaire's airspace.

But hopes that the peace process could now be launched in earnest received little encoursgement from Mr Kabila at the weekend, despite a meeting in Goma with Mr Mohamed Sahnoun, the UN envoy. He turned down Western-backed calls for s ceasefire and repeated demands for face-to-face talks with Mr Mobutu. "We are still advancing, we must liberate the whole country," he told journalists.

Kisangani's capture was not the military walkover seen elsewhere in east Zaire. Rebels stormed the city's military airport with tanks and heavy artillery, but thsir task was mads easier as government troops turned on the European mercenaries hired by the government to protect the town.

Surge in market for exotic debts

Continued from Page 1

on countries like Cuba, Libya and Congo.

Secondly, risk-takers are diversifying from mainstream emerging market debt in search of higher yields. The growth in popularity of Latin American and east European bonds among the more conservativa investment funds, such as US pension and insurance investors, has shrunk the returns on emerging market debt in the last 18 months.

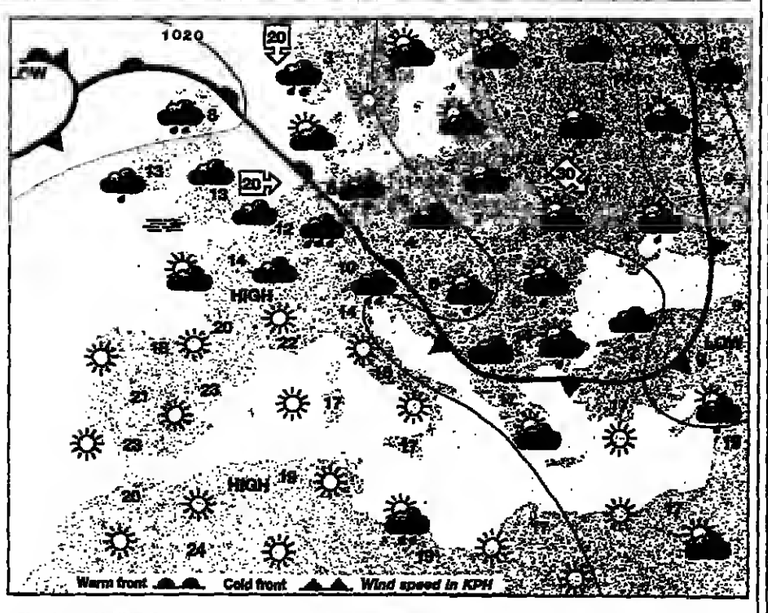
FT WEATHER GUIDE

Europe today

Temperatures will differ widely over north-west Europe as an elongated frontal zone extends from over the North Sea to central Europe.
To the north of the front, over Denmark and northern Germany, conditions will be wintry, with sleet and local snow.
To the south of the front, it will continue mild over France and the British Isles, where some sunny breaks will occur.
The Benelux will be cold in the north but much milder in the south.
Spain and Portugal will have plenty of sun and temperatures will be almost summer-like.
Italy and Greece will also be pleasant.

Five-day forecast

Western Europe will become colder during the second part of the week.
Wintry showers are expected around the North Sea and over much of Germany.
The Alps will have snow.



TODAY'S TEMPERATURES

Situation at 12 GMT. Temperatures maximum for day. Forecasts by Meteo Consult of the Netherlands

	Maximum Celsius											
		Beijing	fair 11	Caracas	shower 31	Faro	sun 19	Madrid	sun 21	Rangoon	fair 36
		Belfast	cloudy 12	Cardiff	drizzl 11	Frankfurt	shower 13	Majorca	sun 16	Reykjavik	fair 2
Abu Dhabi	fair 25	Belgrade	cloudy 6	Casablanca	sun 21	Geneva	cloudy 14	Malta	fair 16	Rio	shower 25
Acora	thund 31	Berlin	fair 5	Chicago	snow 3	Gibraltar	sun 16	Manchester	drizzl 11	Rome	fair 16
Algiers	sun 19	Bermuda	shower 18	Cologne	cloudy 6	Glasgow	cloudy 11	Manila	shower 32	S. Frsco	cloudy 16
Amsterdam	cloudy 9	Bogota	thund 23	Dakar	sun 27	Hamburg	fair 5	Melbourne	sun 25	Seoul	fair 8
Athens	fair 17	Bombay	fair 34	Dallas	cloudy 25	Helsinki	fair 0	Mexico City	fair 26	Singapore	thund 32
Atlanta	fair 21	Brussels	cloudy 12	Delhi	cloudy 30	Hong Kong	cloudy 24	Miami	shower 27	Stockholm	fair 2
B. Aires	cloudy 25	Budapest	shower 8	Dubai	fair 25	Honolulu	sun 28	Milan	sun 20	Strasbourg	cloudy 12
B.ham	cloudy 12	C.hagen	fair 2	Dublin	cloudy 13	Istanbul	shower 8	Montreal	snow -1	Sydney	shower 25
Bangkok	shower 34	Cairo	shower 19	Dubrovnik	fair 13	Jakarta	shower 32	Moscow	snow 0	Tangier	sun 20
Barcelona	sun 16	Cape Town	fair 24	Edinburgh	cloudy 11	Jersey	fog 11	Munich	rain 10	Tel Aviv	thund 17
						Karachi	cloudy 30	Nairobi	cloudy 30	Tokyo	cloudy 11
						Kuwait	sun 28	Naples	fair 17	Toronto	snow 0
						L. Angeles	sun 21	Nassau	fair 25	Vancouver	rain 10
						Las Palmas	fair 23	New York	cloudy 10	Venice	sun 17
						Lima	shower 26	Nice	sun 19	Vienna	rain 6
						Lisbon	sun 22	Nicosia	sun 18	Warsaw	cloudy 3
						London	cloudy 12	Oslo	fair 3	Washington	cloudy 16
						Lux.bourg	cloudy 11	Paris	cloudy 14	Wellington	fair 19
						Lyon	fair 18	Perth	shower 25	Winnipeg	sun -6
						Madeira	shower 20	Prague	sleet 2	Zurich	cloudy 12

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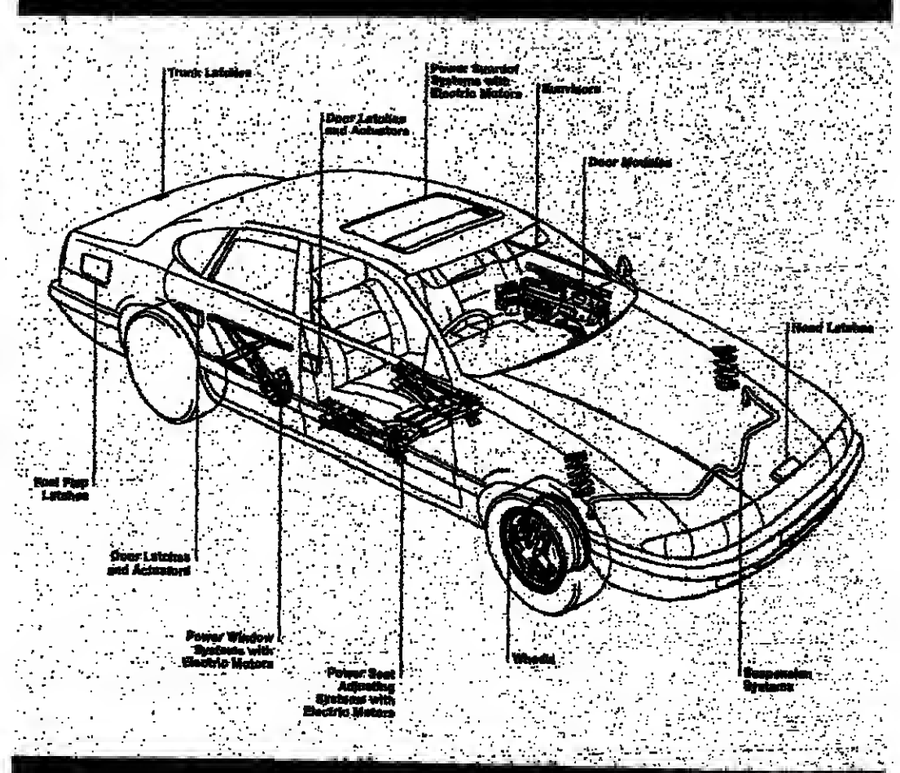

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Monday March 17 1997

Toyota in the fast lane

Toyota Motor's plan to build a second car factory in Europe is welcome. Recent pessimism about continental Europe is surely overdone if a world-class motor company is planning a factory in the heart of the EU.

The decision, if it goes ahead, to build in France seems remarkable given past Franco-Japanese trade frictions: France still maintains import quotas on Japanese cars, for example. Toyota has never mentioned France as a possible production site. Until now, the favoured option seemed to be to expand output in Britain and build a second, smaller plant in southern or eastern Europe.

However, there is logic in the plan. The French market, though mature, is a tempting prospect to Japanese groups precisely because their sales there are so low. If the problem is hostility to imports, setting up local production could be a spectacular success. But the venture is risky. If it goes wrong, Toyota could be left with a big plant in a high-cost region.

The UK must not jump to any hasty conclusions. Toyota is not abandoning Britain, but engaging in perfectly justifiable geographical diversification. Toyota made waves earlier this year when it hinted a UK decision to stay out of European monetary union might affect its British investment plans. But there is little to connect this vague warning with the Lens plan. The expansion of the UK plant continues as planned.

However, Toyota's decision confirms the UK faces tougher competition for foreign investment than before. Even in the heat of the election, its politicians must remember that EU membership remains one of Britain's key advantages.

The plant should accelerate the restructuring of the EU motor industry, especially in France. Renault – in state hands till 1996 – faces the most urgent challenge.

Toyota's plant would lie close to the Belgian factory Renault is trying to shut. But Belgian politicians should remember that in free markets weaker companies can be expected to contract, while stronger groups expand. If Belgium wants to create jobs, it should raise its competitiveness, starting with cuts in non-wage labour costs.

However, as discussions over the Lens plant get under way, the French government should avoid offering excessive aid. Investment subsidies distort competition and encourage the creation of overcapacity. Money for Toyota could prompt other carmakers, including Renault, to come back to the trough. Ultimately, EU regional aid policy needs revising to limit subsidies. In the meantime, the European Commission should ensure France sticks to the rules.

Naming the day

At last Mr John Major is poised to name the day for the UK general election. Barring a last-minute hitch, the prime minister will travel to Buckingham Palace later today to seek the dissolution of parliament for a May 1 poll. The subsequent six-week campaign will be the longest in recent memory.

The nation's voters may be forgiven for thinking nothing much will change. After all, the Conservative, Labour and the smaller Liberal Democrat parties have been fighting an election campaign in all but name for the past two years.

There is also a widespread view that the outcome is a foregone conclusion. Not since 1945 have so many people assumed that the election was lost to the government before it was fought. Even in 1979, when Mrs Margaret Thatcher's Tory tide swept away the Labour government, the outcome never seemed quite as certain at the time as it does with hindsight.

But if a victory for Mr Tony Blair's New Labour has now become a near-universal assumption, even among Tory MPs, Mr Major is determined to make a fight of it. At the party's spring conference in Bath he laid out a prospectus for a fifth Conservative term, offering reassurance in economic management alongside radicalism in reform of the welfare state.

By pitching his appeal from the centre-ground of politics, Mr Major also signalled that he intends to lead from the front. The Conservative campaign will be built almost wholly around the prime minister.

Whether he can successfully detach himself from his party's divisions and the jockeying for position among colleagues remains to be seen. The deep rift over Europe which has dogged his government will not be easily hidden.

But it is vital the air of inevitability which now hangs over the outcome does not discourage rigorous analysis of the parties' programmes. Opinion polls are not infallible. And serious debate on the issues – among them the economy, Europe, the welfare state and constitution – has so far been lost in a blur of negative campaigning and hyperbole.

The proposed series of televised debates between the party leaders could sharpen the focus on policy. Yet it is hard to see how Mr Paddy Ashdown, the Liberal Democrat leader, could be completely excluded. If he sticks to that precondition, Mr Major will raise the suspicion his challenge to Mr Blair is no more than a ploy.

The emergence of a broad consensus about the ground rules of economic management has been a welcome feature of British politics in recent years. But on other subjects, the parties still offer different analyses and distinctive solutions. It is those dividing lines which must now be explored and tested.

Kohl blinks

Mr Helmut Kohl did a deal with Germany's coalminers last week to ease the process of running down the rump of the nation's heavily subsidised mining industry. After thousands of workers had demonstrated on the streets of Bonn, the German chancellor agreed to a compromise which lifts the threat of compulsory redundancies, and pumps another DM1.65bn ($970m) of state cash into the few remaining pits up to 2005.

On the face of it, the outcome is a sorry solution. State subsidies are being used to keep a high-cost, outmoded industry in existence for fear of provoking a political confrontation. The federal government had initially proposed cuts which would have cost nearly 60,000 jobs of the 85,000 still working in the west German coalmines. That was met by vigorous protests from the Ruhr and the Saarland. Now Bonn has backed down and agreed to throw more money at the problem. The 100,000 redundant miners from the brown coal industry in former East Germany will not be the only ones questioning the government's priorities.

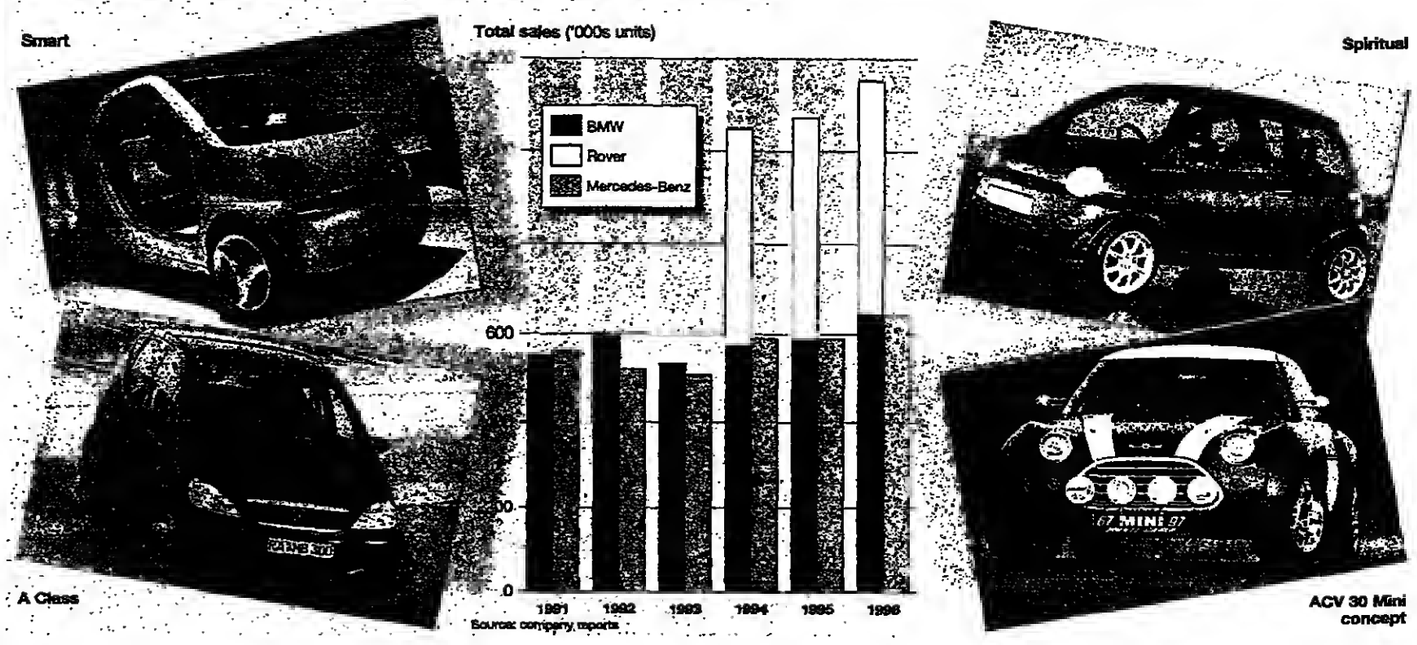
Coal is available much more cheaply elsewhere, and the annual cost of subsidising each job in the German industry is put at up to DM130,000 – far more than the DM45,000 per job in inefficient German agriculture. With all the pain of trying to cut budget spending to meet the Maastricht deficit criterion for monetary union, it seems perverse to be pumping money into a dying business.

In its defence, the compromise is a very German agreement to preserve social harmony – one described as "socially acceptable" by all participants. The industry will still be halved in size by 2005, with 26,000 jobs being cut by the turn of the century.

More important, perhaps, is the wider political context. By doing a deal with the miners, Mr Kohl has reopened the way for vital negotiations with the opposition Social Democrats on tax reform. He can also try again to find a solution to the problem of nuclear waste disposal. In effect, the chancellor has snubbed his coalition partners, the Free Democrats, who fought for a tough coal subsidy package, so he can do business with the SPD: it is a grand coalition in effect, if not in name.

Is this a demonstration of the wiles of a great survivor? Or is Mr Kohl showing ominous signs of weak leadership? It looks more like the latter: German coal is an industry which should have been allowed to run down much more swiftly. A partial reprieve sends a damaging message to all the other Germans who are being asked to tighten their belts to meet the Maastricht deadline.

Mercedes-Benz and Rover/BMW: the future is shrinking



Small is more profitable

Competitive pressures have forced two luxury carmakers to move into the minicar market, writes **Haig Simonian**

Two new cars turned out to be the show-stoppers at the Geneva motor show this month, an annual Mecca for the industry.

On the Mercedes-Benz stand, rival carmakers jostled to ogle the A Class, the German company's first foray into the highly competitive small car market. Over at Rover, the crowds of top brass were almost as thick, with senior executives lining up to glimpse "Spiritual", a concept for the Mini of the next millennium.

The two vehicles highlight the trend among European carmakers towards smaller models. With demand for conventional vehicles, such as family saloons, virtually static, manufacturers have turned to new niches.

Minicars, epitomised by models such as Renault's Twingo and Fiat's Cinquecento, have been one of the fastest growing segments of the 1990s. Among other diminutive models making their debuts at Geneva was Seat's Arosa, a tiny four-seater built by Volkswagen's Spanish subsidiary. The Arosa will spawn a near-identical VW-badged version later this year. Last October, Ford climbed on to the bandwagon with its unconventionally styled (and named) Ka. And General Motors is working on a scaled-down version of its already compact Corsa for sale before the end of the century.

Small cars are bread and butter for volume manufacturers such as VW and Ford, which produce a range of compact vehicles. But they represent a huge leap in the dark for Mercedes-Benz and Bayerische Motoren Werke (BMW), Rover's German parent, two companies that have built their reputation on big, expensive, luxury vehicles.

Their shift into the small-car market is largely driven by the need to break loose of a three-pronged trap: an ageing customer base, limited growth prospects and high manufacturing costs. The average age of a driver of Mercedes-Benz's pricey executive models is about 60. Sportier BMW types are younger – in their 40s – but getting older on average.

Both companies have tried to appeal to a wider, younger audience by diversifying into new niches, such as station wagons and slinky convertibles and coupés. Although the companies have also diversified into slightly cheaper models, growth in their main markets of Europe and the US is limited. Rising affluence in Asia and South America will provide some extra business, but not much.

Meanwhile, competition at the top end of the car market is stiffening. Jaguar, Ford's UK luxury carmaker, plans to triple output by 2000 to 100,000 units a year. Audi, VW's upmarket brand, has already eaten into Mercedes-Benz and BMW territory with more luxurious, higher-performance saloons. Competition from the luxury brands of Japan's volume carmakers, such as Toyota's Lexus subsidiary, is intensifying because of the weaker yen.

Mercedes-Benz and BMW are under additional pressure because of their high manufacturing costs at home. Their workers are among the highest paid in Europe's motor industry. Germany's generous social security allowances almost double the basic wage bill. Although productivity is relatively high, improvements have been resisted fiercely by the trade unions.

Both companies have responded by making more cars abroad. In the US, BMW last year completed a $600m plant at Spartanburg in South Carolina for its new Z3 convertible. In Alabama, production of Mercedes-Benz's new M Class sports utility vehicle will start at a $1bn facility in May. Both factories will grow: BMW is spending $200m to expand Spartanburg for a second model to compete with the M Class, while Mercedes-Benz may use its facility for a second car to rival the 3 Series – BMW's top export to the US.

The competitive pressures in the luxury car business have convinced Mercedes-Benz and BMW they must do more than just diversify within their niche to generate long-term sales and profits. "You have to keep growing or profits will be eradicated. Otherwise you end up in the same corner as Rolls-Royce," says Mr Helmut Werner, Mercedes-Benz's chairman until ousted in January.

"One thing is undisputed. To do nothing would be fatal," agrees Mr Bernd Pischetsrieder, BMW's chairman.

The A Class and the Mini concept car show how Mercedes-Benz and BMW plan their move into the mainstream market. Although the two companies are united in their ambitions, they have chosen very different routes to get there.

BMW's £800m ($1.27bn) acquisition of Rover, the UK carmaker, in 1994 virtually doubled production overnight. Technologically, Rover added the front-wheel-drive knowhow used on virtually all the world's small cars to BMW's expertise with large rear-wheel-drive vehicles. And it offered a second low-cost production base besides the US. Last November, BMW picked the UK for a new £400m engine plant for both brands.

Above all, Rover added a clutch of smaller, cheaper models to BMW's stable. While some, such as the Rover 100 (the former Metro) are due for extinction, others are likely to grow. Mini, for example, is destined to become the brand name for a family of compact cars early next century.

Mercedes-Benz also considered buying Rover, but decided instead to develop its own small cars. When sales of the A Class start in October, it will take the company into the second biggest segment of Europe's car market, pitching the prestigious carmaker against the likes of VW, Ford and GM's Opel subsidiary.

Next year, Mercedes-Benz will move even further downmarket with the Smart, a tiny two-seater for urban use being developed with Société Suisse de Microelectronique et d'Horologerie (SMH), the Swiss group behind the Swatch. The A Class, just 3.6 metres long, will compete head-on in price with VW's new Golf when both go on sale in September, costing about DM30,000 ($17,600). The Smart will be cheaper still, at between DM15,000 and DM20,000.

The dilemma for Mercedes-Benz is to move into these cheaper categories without jeopardising the high-class image that has given it the widest profit margins in the European motor industry. Neither is it certain that customers will take to the A Class or the Smart. Both are styled unconventionally and bristle with innovations.

Even if it gains acceptance, the A Class will stretch Mercedes-Benz's sales and marketing skills. Salesmen will have to adapt to new types of customer and dealers will have to expand their premises. Traditional upper-crust buyers may balk at having to wait behind A Class customers.

The risks to Mercedes-Benz's "brand values" are even more acute with the Smart. Although the company has kept the project at arm's length by working through Micro Compact Car – its joint venture with SMH – a flop would prove deeply embarrassing. "It could prove an extremely expensive experiment," says the head of one of Europe's leading makers of small cars.

The challenge for BMW is different because the company can work through Rover. Such brand differentiation will allow BMW to continue focusing on its traditional niche, while Rover will spearhead the group's assault on the small car market.

While branding may be simplified, the takeover has presented a host of other difficulties. Financially, Rover will be a drain for years. The UK company lost DM335m in 1995, according to BMW's conservative accounting standards. This year's loss should be smaller but still sizeable. Mr Pischetsrieder says Rover will not be profitable before 2000. Until then, BMW is committed to spending about £500m a year to boost Rover's previously underfunded new product budget.

Rover has also involved significant changes to BMW's corporate culture. The UK company, which has almost 40,000 employees – two-thirds the size of BMW – is a big mouthful for a group that has expanded only cautiously abroad and been run centrally from its Munich head office.

It is not certain BMW has mastered the challenge. After a fairly hands-off approach for the two years following the acquisition, the German group has become more interventionist in the light of Rover's poor revenues and profits. Although Rover's sales rose by 5 per cent to 507,000 units last year, its share of the core UK market fell to 10.9 per cent from 12.3 per cent in 1995.

Mr Walter Hasselkus, Rover's BMW-appointed chairman, admits the UK company's performance will only improve with a new generation of BMW-inspired small and medium-sized cars.

It is too early to tell whether Mercedes-Benz or BMW has chosen the better strategy to break into the mainstream car market. Mr Chris Will, motor industry analyst at Lehman Brothers in London, argues the outcome will be positive in either case. "Whether they succeed or not, it shows the managements of Germany's car companies have become more realistic about the pressures on their industry."

The chairman of a rival German carmaker disagrees. He argues Mercedes-Benz and BMW have both erred. The A Class is commercially risky, while the Smart will be a disaster because it is so unconventional. And it will take BMW a decade to put Rover right, he says. In the meantime, both Mercedes-Benz and BMW will suffer.

Such comments are hardly surprising from a competitor, which stands to gain from the discomfort of either rival. But doubts over the strategic paths chosen by Mercedes and BMW cannot be merely brushed aside.

One day, the question of which, if either, was correct may become a classic business school case study. By the time students get their hands on the text, we should all know the answer.

· O B S E R V E R ·

Cutting out the cake

■ The stampede to get married in Pakistan is over. From yesterday, happy couples can still tie the knot – but they'd better keep it cheap and simple.

Sumptuous wedding parties, expensive fireworks and illuminations are history, following a new presidential decree intended to promote a simplistic approach to wedding nuptials. From now on, guests can expect nothing more elaborate than a cup of tea; those who flout the law can expect fines of up to $7,500.

The controversial measure follows a promise last month from prime minister Nawaz Sharif, who criticised excessive expenditure on weddings. Hence, the record number of ceremonies; hotel executives in Lahore received up to 50 wedding reception requests daily in the 10-day run-up to implementation of the new law – three times the normal average.

Hoteliers, private caterers and even poultry farmers tried unsuccessfully to get the proposals dropped, warning that their businesses would suffer huge losses. Under the new regime, hosts must serve wedding meals in their own homes – and then only to guests from out of town.

Not everyone is against the new rules, however. Many people believe wedding celebrations have got completely out of hand; eight-course meals are commonplace and financial demands on the bride's family increasingly excessive. Now proud parents can offer basic hospitality – and blame it on the government.

Bloc vote

■ Gilles Duceppe is surely the only opposition leader with no ambition whatsoever to form a government. Duceppe was chosen over the weekend to lead the Bloc Québécois, the group representing Quebec secessionists in Canada's House of Commons.

Thanks to its concentrated geographical base, the Bloc has 53 of 295 seats in the Commons, giving Duceppe the rather incongruous title of Leader of Her Majesty's Loyal Opposition. The party may again win enough seats in Canada's next general election for him to keep the title for another five years – unless Quebec in the meantime goes its own way.

The Bloc is a strange creature in other ways too. Although Duceppe, a former union organiser, supposedly leads the party, few are in any doubt he answers to Lucien Bouchard, who quit the Bloc last year to become premier of la belle province in Quebec City.

As for the weekend leadership convention in Montreal, it turned out to be a snappy affair. The proceedings were wrapped up early as even the fiercest separatist didn't want to miss the start of an action-packed hockey night on television.

Bangkok blues

■ When Thailand's economy was booming, pricey art auctions were all the rage among Bangkok's Mercedes and Rolex set. Now the gavel is more likely to fall on collateral pledged to banks by struggling Thai property developers; the results of such "distress" sales are not for the squeamish.

When property company Univest Land defaulted on an $8m loan to United Overseas Bank of Singapore, the bank – as required by Thai law – tried to auction off 35.8m Univest shares in order to recoup losses. The first attempt was cancelled because of legal problems and a lack of interest from bidders.

Now a second auction, packed with lawyers and other Univest creditor banks, has underlined just how serious the property sector's problems have become. The only bidder started at Bt2.70 a share – the price Univest shares last traded at before their suspension – and enough for UOB to recover barely half of what it's owed.

A Univest lawyer intervened, objecting that the price was too low against a book value of Bt16 per share. An obliging auctioneer asked the single bidder if, out of fairness, he would raise the offer; the buyer declined and the deal was sealed.

The gavel's rap is echoing throughout credit departments all over Bangkok. If collateral really is worth 83 per cent less than stated, then "we're all in big trouble", said one disgruntled banker as he stepped into an express lift heading for the ground floor.

Unfolding drama

■ Peruvian actors have been lining up by the dozen to win a part in the movie version of the hostage drama still unfolding at the Japanese ambassador's home in Lima. The real-life plot – heavily armed Marxist rebels overwhelm a lavish cocktail party and take hostages to demand freedom for their jailed comrades – may be a Hollywood scriptwriter's dream but the siege remains an unhappy reality. Director Leonidas Zegarra says production will start very soon, even though the outcome remains unknown; he's not alone in hoping the 90-day siege will be concluded long before the film.

The Financial Times

100 years ago

Dance Of Death

In a New York insurance paper there is made, apparently in earnest, a suggestion that Life insurance companies should, for an extra premium, guarantee against premature burial by keeping stores on the safe deposit principle, where their deceased clients should be kept until it was beyond doubt that they had changed from "customers" to "claims". An additional feature of the scheme is that, if the policy-holder should prove to be alive after all, he should pay a substantial sum to the Company which had stored him. If the proposal be genuine, it is idiotic, while if it be a carefully concealed joke, the culprit would be a fine subject for burial without the precautionary interval.

50 years ago

America In Europe

President Truman's message to a joint session of the United States Congress last week, asking for immediate aid for Greece and Turkey, was an historic event. And it breathed America's anxiety over the prospect (to quote the New York Times) of "a world without British power; without the balance-wheel of British moderation." America has been forced to decide quickly upon a vital issue.

Accelerated process may hold down cost of absorbing Telecom Italia

Stet unveils share swap details

By Paul Betts in Milan

The board of Stet, the state-controlled telecommunications group, has released long-awaited details of a share swap which will lead to its merger with Telecom Italia, the fixed-line operating company, ahead of privatisation.

It has accelerated the process in what appears to be a move to hold down the cost of buying out investors. Under the privatisation programme, the Stet holding group will absorb Telecom Italia and then be renamed Telecom Italia ahead of flotation.

Late on Friday, the boards of Stet and Telecom Italia approved the exchange ratios for the merger at 10 Stet ordinary shares for every 18 Telecom Italia ordinary shares and 10 Stet savings shares for every 17.2 Telecom Italia savings shares. The ratios were in line with market expectations.

To proceed with the share exchange, Stet will increase its capital by up to L2,170bn ($1.28bn), to L7,451bn.

The new shares will have the same nominal value as existing Stet shares, of L1,000 each. Shareholders who opt to cash in their shares rather than exchange them will be offered a price based on the average share price during the last six months.

Following the exchange, which is now expected to be completed at the end of next month or early May, the Treasury's majority stake in the new merged group will drop from 61.27 per cent to 44.7 per cent.

By calling shareholder meetings on March 26 and April 30 to finalise and approve the share swap, the government can set the price at the average for the six months to March in order to limit the effects of speculative price rises.

The March 26 meeting will also approve the introduction and terms of a golden share for the state.

Stet shares began their sharp rise in November 1996, and Telecom Italia's in December. On Friday, ahead of the announcements, Stet shares closed 1.76 per cent higher at L7,765, while Telecom Italia was up 3.67 per cent at L4,405.

The details of the share swap were announced as Stet reported flat 1996 earnings of L1,100bn, while Telecom Italia saw profits surge 53.7 per cent to L2,119bn.

Turnover at Telecom Italia rose 3.7 per cent to L29,376bn, after L28,328bn the previous year, after stripping out revenues from the company's cellular telephone activities, which were spun off in July 1995.

Stet's disappointing 1996 earnings reflected heavy losses at its advertising distribution subsidiary, MMP. The strong advance at Telecom Italia reflected cost cutting, increased revenues from new services and lower debt service costs.

Telecom Italia is to increase its 1996 dividend for ordinary shares from L120 to L125, and from L140 to L145 for savings shares.

Apple cuts fail to remove doubt

Apple Computer ended weeks of speculation over the extent of its planned cutbacks on Friday by announcing a 30 per cent reduction in its workforce. Operations will be pared to the core in an effort to stem the company's decline.

The future of some segments of Apple's business – including Newton, the hand-held computer, and Claris, the software subsidiary – remains in limbo as the company explores possible divestments, licensing agreements or industry partnerships in order to lower costs.

Mr Gil Amelio, chairman and chief executive, left little doubt, however, that Apple is finally taking a more decisive approach to resolving its problems.

Some 4,100 jobs will be cut, including 2,700 full-time employees and an additional 1,400 contract and temporary workers.

Most of the cuts will come from research and development, manufacturing and marketing. Slightly more than half will be in the US, with the remainder spread throughout international operations. However, there will be no job losses in Japan, where Apple is struggling to shore up its declining market share.

Reuter

Gil Amelio: convinced cuts would put Apple on right road

"I am absolutely convinced [these decisions] will put us back on the road to health," said Mr Amelio. "We are at the cusp of turning this around."

The goal, said Mr Fred Anderson, chief financial officer, is to reduce annual expenses by $500m, to less than $1.6bn. This will enable Apple to break even on annual revenues of $8bn or less, assuming a 20 per cent gross margin.

Some analysts, however, expressed concern that the cost-cutting may not go far enough as Apple's revenues continue to decline. Revenues for the current quarter, ending March 28, will be about $1.6bn–$1.7bn, said Mr Anderson. This represents a 22–26 per cent drop from the same period last year.

About $200m of the shortfall was explained by a "balancing" of excess stocks in US retail channels, Mr Anderson said. Nonetheless, Apple is losing ground in a fast-growing market. If revenues fell much below $8bn for the year, further cost-cutting might be needed.

Apple still expects to return to profitability by the fourth fiscal quarter, ending in September. With the clock ticking, this now seems to be an optimistic projection.

The company is aiming to realise 80 per cent of the cost savings expected from its restructuring in the quarter ending in June. This leaves little time to make effective job cuts. It also seems to take little account of the disruption typically caused by a broad restructuring.

Even as Apple addresses its "bottom line" problems, it risks discontent among normally enthusiastic customers. "All the cool technologies have been sacrificed," complained one writer in the Macintosh "advocacy" Internet newsgroup. "I've halted my decision to get a new Mac."

A backlash from Macintosh fans could exacerbate the problems faced by Apple, which has long counted customer loyalty among its most valuable assets.

Apple must now take action to "make sure it doesn't lose any more customers", said Mr Tim Bajarin, president of Creative Strategies Research International, a market research and consulting group. New products, due later this year, may now be Apple's best bet for recovery, he said.

Software developers, another important constituency for Apple, may also be upset by the cuts. Only two months ago, Apple was touting the advantages of Opendoc, a component software development tool. On Friday the company said it would halt investment in the product.

Apple is criticised whatever it does, complained Mr Guerrino De Luca, newly appointed head of marketing. Cutting costs is an important step, but finding a compromise between economic necessities and the desire of its customers for products that are clearly differentiated from standard PCs remains one of Apple's biggest challenges.

Louise Kehoe

Deutsche Bank says forex side up sharply

By Simon Kuper

Deutsche Bank has revealed that it bucked the trend in the foreign exchange industry last year with a 24 per cent jump in forex revenues.

The rise to $398m, well above City forecasts, suggests that the bank's heavy investment in currencies since 1994 has helped make it one of the five or six biggest banks in the forex industry.

One executive said its currency profits for 1996 had risen "easily" by the same proportion as currency revenues. Until three years ago the bank traditionally placed little emphasis on foreign exchange. It will only reveal its divisional profits breakdown next week. Group net income rose only 5 per cent in 1996 to DM2.2bn ($1.29bn), although operating profits jumped 37 per cent to DM5.8bn.

Deutsche's rise will particularly surprise City analysts since forex revenues fell at most of the bank's rivals in 1996. Low volatility in the currency markets and the advance of electronic broking systems both cut margins on spot trading. Revenues at Citibank, the forex sector leader, fell 17 per cent to $932m, while Chase, HSBC Midland, UBS, BZW and others also suffered falls. Of the biggest players, only J.P.Morgan, with a 26 per cent rise in sales to $320m, matched Deutsche's performance.

Mr Michael de Sa, global head of foreign exchange at Deutsche Morgan Grenfell, Deutsche's investment bank, said most of the 24 per cent revenue rise had come from derivatives and emerging markets. These were still growing "dramatically" across the industry.

As with most banks in the currencies sector, Deutsche Bank's profits growth from trading was lagging. Electronic brokers had made spot trading a commoditised service, said Mr De Sa.

INTERNATIONAL NEWS DIGEST

Alcatel debt put on credit watch

Standard & Poor's, the credit rating agency, has put the long and short-term debt ratings of Alcatel Alsthom, the French telecoms and engineering group, on negative credit watch.

The move follows Alcatel's decision to make a joint offer with an arm of Dassault, the aircraft maker, for a majority stake in Thomson-CSF, the defence electronics group being privatised by the French government. The agency said the impact of a takeover of control of Thomson-CSF on the quality of Alcatel's credit was "difficult to estimate at this stage". The main elements of uncertainty were "the price and precise modalities of the acquisition of a group of Thomson-CSF's size, including its future structure, when Alcatel is itself engaged on an important restructuring of its activities".

However, the agency said the quality of Thomson-CSF's portfolio of activities and the possibility that other partners might join Alcatel and Dassault could compensate for any negative impact attributable to these factors. *David Owen, Paris*

Applied Magnetics drops bid

Applied Magnetics has withdrawn its hostile bid to take over rival disk-drive parts maker Read-Rite Corp, because of a sharp drop in its share price. On February 24, when Applied Magnetics made its $1.8bn all-stock offer, its shares closed at $53. On Friday, they hit an intraday low of 32¼. Trading in Applied Magnetics and Read-Rite shares was halted on Friday, after Applied Magnetics disclosed it would drop the bid. *AP-DJ Goleta, California*

Wolters Kluwer lifts payout rate

Wolters Kluwer, the Dutch publisher, is to distribute 35 per cent of its annual net earnings instead of the previous 30 per cent. "This higher structural level is "more in line with current international expectations," the group said, in unveiling a 6 per cent rise in after-tax profits to Fl 47.9m ($13.6m) for 1996.

From net earnings per share of Fl 7.03 fully diluted, compared with Fl 6.70, the dividend rises to Fl 2.48 from Fl 2.16. The company had thought growth unlikely last year because of a Fl 65m goodwill write-off and higher financing charges after its Fl 3.1bn acquisition of CCH, a US legal and tax publisher. Other purchases in business publishing during the year totalled some Fl 600m. CCH was the main factor in a 47 per cent jump in sales to Fl 4.315bn. *Gordon Cramb, Amsterdam*

Philippines launches eurobond

The Philippines' bid for international recognition on the capital markets has been given a boost with the launch of 3bn pesos ($114m) in peso-denominated eurobonds. The World Bank offering will have a maturity of five years and a coupon rate of 10.25 per cent. It follows the first europeso issue, for 2.6bn pesos, launched last week by the International Finance Corporation, the private sector arm of the World Bank.

■ The Philippine peso has been accepted into Euroclear, the world's largest clearance system for internationally traded securities. The peso becomes the 37th currency in Euroclear. *Justin Marozzi, Manila*

Domínguez starts trading

Adolfo Domínguez, the up-market fashion designer and retailer, will start trading today on Madrid's Bolsa after breaking records for a listing on the domestic market. The initial public offering, which was priced at Pta3,100, the top of its range, was 70 times oversubscribed. Demand on the retail tranche was 182 times the amount offered. *Tom Burns, Madrid*

Technip ahead 21% for year

Technip, the French engineering group, has reported a 21 per cent advance in annual profits from FFr440m to FFr534m ($94.7m). The result was achieved on turnover up 8.6 per cent, from FFr9.34bn to FFr10.14bn. The company proposes a dividend of FFr10.50 a share – an increase of nearly 17 per cent from the FFr9 paid in 1995. *David Owen, Paris*

Lufthansa seeks Asia partner

Lufthansa, the German airline, yesterday said it was talking to "several" possible partner airlines in Asia to boost its operations in the region. The group wants to build on an existing co-operation agreement with Thai Airways, as well as alliances with United Airlines and SAS. Lufthansa is preparing for full privatisation later this year against a background of intensifying competition in the world airline business. *Ralph Atkins, Bonn*

Fresenius signs biotech deal

German drugs company Fresenius has signed what it claims is the largest deal yet for the products of genetically engineered animals with the US biotech company Genzyme Transgenics. The deal, worth up to $17m plus royalties, is for human serum albumin, used to raise blood volume and treat blood protein deficiencies.

Fresenius estimates the global sales of blood albumin at $1.3bn. Supplies are currently extracted from human blood, with associated costs and risks of disease. Under the agreement, Fresenius will conduct clinical trials, and sell and market the product. *Daniel Green*

Gas Natural mops up Enagas

Gas Natural, the Spanish gas concern, has agreed to pay the government Pta14bn ($97m) for the 9 per cent shareholding it did not already own in Enagas, the formerly state-sector gas transport and storage company. The sale completes the Spanish government's withdrawal from direct stakes in the gas business. Gas Natural's main shareholder is the Repsol oil group, also due to be fully privatised when the state offers its remaining 10 per cent share next month. *David White, Madrid*

T-Mobil and Debis in venture

T-Mobil, Deutsche Telekom's mobile unit, and Debis, the financial services, computer software and telecoms division of Daimler-Benz, have formed a joint venture in information technology for transport. *AP-DJ, Frankfurt*

Swire Pacific advances 19%

By John Ridding in Hong Kong

Swire Pacific, the Hong Kong conglomerate, has announced a 19 per cent increase in net profits, to HK$7.65bn (US$989m), for 1996, as underlying earnings were boosted by exceptional gains.

The results, which were slightly above expectations, included a HK$1.05bn gain on the sale of an 80 per cent stake in the Marriott hotel, and exceptional profits of HK$463m from the sale of an 11 per cent indirect stake in Dragonair, the regional airline.

Mr Peter Sutch, chairman, was generally positive about prospects for 1997, but cautioned over the continued effects of a strong Hong Kong dollar, high fuel prices and rising competition on Cathay Pacific, the airline in which Swire holds a 44 per cent stake.

The Swire chairman described as a "top priority" efforts to build the group's land bank to maintain earnings growth in the property division. "We will take steps to replenish the land bank wherever possible," he said, although he stressed that a "good portion" of property earnings are generated by the group's investment portfolio.

Last year, the division raised attributable profits 12.7 per cent to HK$4.57bn, supported by growth in recurrent earnings from investment properties.

The aviation arm lifted profits from HK$1.83bn to HK$2.28bn. Since the reduction of the group's stake in Cathay Pacific last year to below 50 per cent, the carrier's results are no longer consolidated.

The industry division, which includes bottling and engineering, lifted profits from HK$470m to HK$479m, while the marine services division climbed from HK$311m to HK$387m. However, in motor distribution in Taiwan suffered problems, and profits fell from HK$199m to HK$164m.

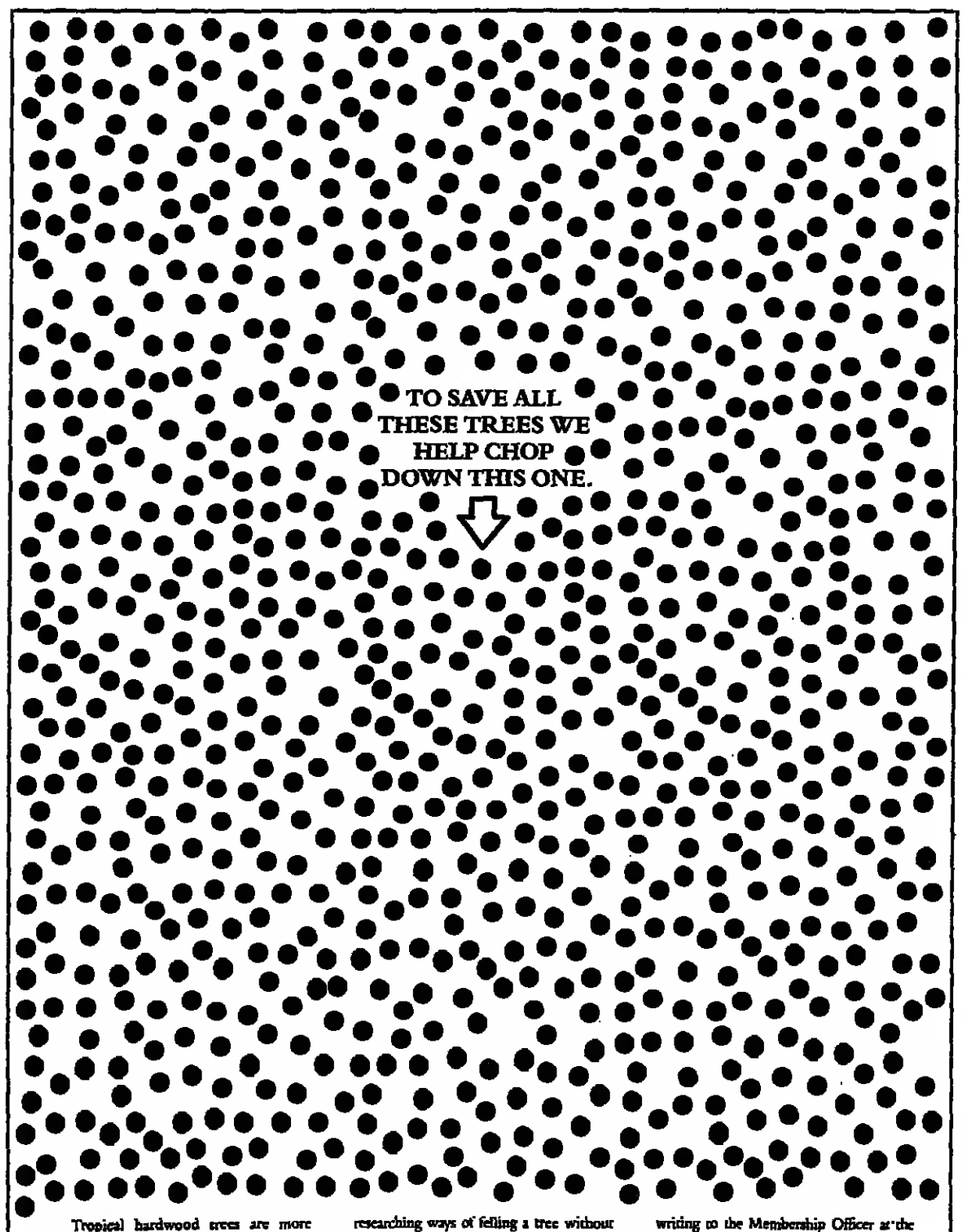
Mr Sutch said the group had been undergoing a process of "fine-tuning its divisions", including the sale of non-core businesses. It has also pulled out of insurance underwriting and agency business, and cut activity in insurance broking.

Swire said there was no clear explanation for the under-performance of the group's share price in recent months.

"The lacklustre performance is not deserved," said Mr Peter Johanes, finance director.

Reflecting the change in accounting for Cathay, group turnover fell from HK$53.66bn in 1995 to HK$38.35bn last year. Earnings per A share rose from HK$4.07 to HK$4.83, while earnings per B share rose from 81 cents to 97 cents.

Dividends rose from HK$1.59 to HK1.77 for A shares and from 32 cents to 35 cents for B shares.



Tropical hardwood trees are more valuable to loggers than other trees in the rainforest.

High prices for hardwoods ensure that loggers have no qualms about destroying other trees that stand in their way.

So a WWF project in Costa Rica is researching ways of felling a tree without bringing down several others around it. And how to remove it without bulldozing a path through the surrounding trees.

If the rainforests are used wisely, they can be used forever. Help WWF prove this in rainforests around the world, by writing to the Membership Officer at the address below.

WWF
World Wide Fund For Nature
(formerly World Wildlife Fund)
International Secretariat, 1196 Gland, Switzerland.

Reliance pays first direct tax

By Tony Tassell

Reliance Industries, the Indian petrochemicals to textiles group controlled by the Ambani family, has paid direct corporate tax for the first time since going public 20 years ago.

The move by the company, which is seen as a benchmark for effective tax planning in India, is likely to set a precedent for many other "zero tax" companies in the country.

It will also boost the hopes of Mr P. Chidambaram, the Indian finance minister, of encouraging greater tax compliance following large-scale reductions in corporate tax rates in last month's national budget.

Mr Chidambaram has budgeted for a 15-16 per cent rise in overall tax revenues in the year to March 30, 1998. This increase will be crucial to the government's plan to reduce India's fiscal deficit in 1997-98 from 5 per cent to 4.5 per cent of gross domestic product.

Reliance confirmed it made a Rps500m ($14.2m) tax payment after the introduction of a minimum corporate tax in India, but declined to give more details.

Analysts said the payment was expected to be the first instalment of Reliance's total tax bill for 1996-97, which was forecast to be more than Rps1bn.

Although in the past the company has paid substantial indirect tax and excise duties, Reliance has paid no direct corporate tax since it listed in 1977, because of tax credits and allowances resulting from its aggressive programme of capital investment in plants and projects.

Analysts said the accounting treatment of the new payment was so far unclear. Under the recent budget changes, minimum corporate tax payments earn the company a tax credit which can be carried forward for five years. This credit can be offset against regular corporate tax payments when they become payable.

The effective rate of the minimum corporate tax was also reduced in the budget, from 12.5 per cent to 10.5 per cent of book profits.

"Facts are "filtered" through our hearts."
KAZUO INAMORI, founder of Kyocera
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FINANCIAL TIMES
COMPANIES & MARKETS
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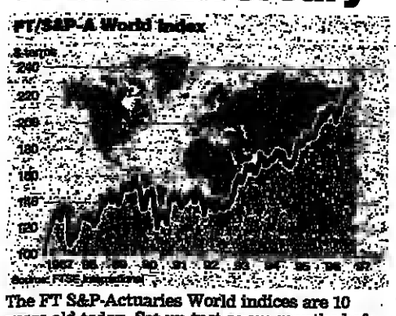
IN BRIEF

FT S&P-Actuaries' 10th anniversary



The FT S&P-Actuaries World indices are 10 years old today. Set up just seven months before the 1987 Crash, the indices have survived a turbulent decade as the popularity of cross-border investment has grown.

Pension funds and insurance companies now scour the globe in favour of profitable opportunities, increasing the need for a benchmark to measure their performance. More and more countries have embraced the free market ethos, at least in some form; few would have dreamed, 10 years ago, that Russia would be one of the best performing markets of 1996.

The growth of passive investing, in which managers try to match the performance of a specific index, has increased the opportunities for the FT/S&P-A World Indices. Pages 22-23

Rome accelerates Stet merger
The board of Stet, Italy's state-controlled telecommunications group, has released details of a share swap which will lead to its merger with Telecom Italia, the fixed-line operating company, ahead of privatisation. It has accelerated the process in what appears to be a move to hold down the cost of buying out investors. Under the privatisation programme, the Stet holding group will absorb Telecom Italia and then be renamed Telecom Italia. Page 20

Reliance pays first direct tax
Reliance Industries, the Indian petrochemicals to textiles group controlled by the Amabani family, has paid direct corporate tax for the first time since going public 20 years ago. The move by the company, which is is seen as a benchmark for effective tax planning in India, is likely to set a precedent for many other "zero tax" companies in the country. It will also boost the government's hopes of encouraging greater tax compliance. Page 20

Swire reports 19% advance
Swire Pacific, the Hong Kong conglomerate, yesterday announced a 19 per cent increase in net profits, to HK$7.65bn (US$989m), for 1996, as underlying earnings were boosted by exceptional gains. The results, which were slightly above expectations, included a $1.05bn gain on the sale of an 80 per cent stake in the Marriott hotel. Page 20

LME votes on board revamp
The London Metal Exchange will today hold an extraordinary general meeting to vote on changes to the structure of the board in the wake of the Sumitomo copper trading scandal. The reform of the LME comes after the Securities and Investments Board, the City of London's chief financial watchdog, called for substantial changes in its operations. Page 25

Capital Corp launches Clubs defence
Capital Corporation, operator of two of London's leading casinos, will tomorrow launch its defence document against the hostile bid from London Clubs, its larger rival. Meanwhile Ladbroke, the hotel and betting group, said it was continuing to watch the situation, but would make no comment on the possibility of a counter bid. Page 21

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Human rights and environmental activists to participate in projects

Shell to consult pressure groups

By Robert Corzine in London

Royal Dutch/Shell, the largest international oil company, is to invite environmental and human rights groups to participate in some of its more sensitive projects in the developing world.

In a radical departure from past practice, the Anglo-Dutch oil group says the early involvement of non-governmental organisations in sensitivs projects, especially in Africa and Latin America, will become standard practice.

Managers at the company are believed to have reassessed the way it operates after international criticism of its record on human rights and environmental issues.

In 1995 Shell faced widespread condemnation of its activities in Nigeria following the execution of minority rights activist Ken Saro Wiwa and an outcry in Europe over its plan – later dropped – to dump the obsolete Brent Spar oil storage installation in the Atlantic Ocean.

"We learned from those two events that we had not been listening enough," said Mr John Jennings, chairman of Shell Transport and Trading, the group's UK arm.

Shell hopes the new approach will help it identify environmental or social issues with the potential to flare up into serious problems.

Shell also plans to ask pressure groups to monitor and audit the implementation of sensitive projects. It says it will publish the results of the monitoring even if they are not flattering to the company.

Starting to listen: John Jennings, above, said Shell learned new approach after the outcry over Ken Saro Wiwa and Brent Spar

"We should use the increased scrutiny of NGOs as a tool to strengthen our performance," said Mr Jennings. Shell intends to use a wide range of pressure groups, "including those who wish you were not there".

Shell has been the most secretive of the big international oil companies, with a reputation for being arrogant. But senior executives, including Mr Cor Herkströter, the group's senior managing director, believe it must become more transparent and accountable.

Last year Mr Herkströter acknowledged that Shell had "become inward looking, isolated and consequently some have seen us as a 'state within a state'".

The company will today publish a new statement of business principles, which for the first time recognises that it has a duty to express support for fundamental human rights. It also emphasises to employees that the new practices are mandatory across the group.

The document also notes that social and environmental issues must be taken into account when deciding whether to make a particular investment.

Not all Shell managers are believed to be happy with the changes. Top executives and lower-level employees are said to be supportive, but some middle-level managers are thought to be reluctant to embrace the new transparency.

The company said the new document had not been drawn up in response to a resolution criticising its environmental and social track record that a group of shareholders will put to the Shell annual meeting in May.

Buffett plays down 'super cat' danger

Berkshire Hathaway risk calculated at $600m

By Tracy Corrigan in New York

Mr Warren Buffett, the US investor known as the Sage of Omaha, has estimated that his Berkshire Hathaway investment company would lose no more than $600m (£377m) – or 1.5 per cent of its market value – following a "super-catastrophe" such as a big earthquake.

Despite twice setting records in underwriting catastrophe risk last year, Mr Buffett says the former textile business he has turned into one of the most valuable US companies is taking calculated risks.

Mr Buffett says in his annual letter to shareholders that Berkshire Hathaway would sustain a $600m post-tax loss if there was a big claim on one of its policies such as the $1bn of reinsurance written for the California Earthquake Authority.

In the first of his letters to be posted on the Internet – he "decided to enter the twentieth century", he confides – Mr Buffett has not lost his characteristic intellectual humility.

On the odds of having to make a payout during the California policy's term, he admits: "We don't know," citing the Northridge quake of 1994 which caused much bigger losses than computer models had predicted.

The company tries to price conservatively but, he notes: "The super-cat [short for catastrophe] business is just like the investment business in that it often takes a long time to find out whether you knew what you were doing."

Berkshire's business sells policies to insurance and reinsurance companies to protect them from the impact of large-scale disasters. Since these are rare, the business will show large profits in most years.

"What you must understand, however, is that a truly terrible year in the super-cat business is not a possibility – it's a certainty," he writes.

His letter also includes the prerequisite dose of homespun wisdom, laced with his usual scepticism about short-termist Wall Street ways.

Suggesting that an investor "should sell off portions of his most successful investment simply because they have come to dominate his portfolio is akin to suggesting that the Bulls trade Michael Jordan because he has become so important to the team," Mr Buffett contends. But he has some words of warning for investors about elevated US stock prices; the risk of overpaying "may now be quite high for the purchase of virtually all stocks".

Mr Buffett is still cracking jokes. He notes in his letter the advanced years of some of Berkshire's business managers. Mr Al Ueltschi, the head of newly-acquired Flight Safety, is 79.

"To get a job with us, just employ the tactic of the 76-year-old who persuaded a dazzling beauty of 25 to marry him. 'How did you ever get her to accept?' asked his envious contemporaries. The comeback: 'I told her I was 86'."

BT/MCI favoured suitor for Portugal Telecom

By Nicholas Denton in London and Peter Wise in Lisbon

Concert, British Telecommunications' global alliance with MCI of the US, has emerged as Portugal Telecom's favoured suitor in its search for a foreign partner.

For BT, the link would fill one of the last gaps in its strategy on European telecoms deregulation.

Portugal Telecom is still considering bids for a stake of up to 5 per cent from GlobalOne, the group led by Deutsche Telekom; France Telecom; and AT&T-Unisource, the alliance led by the US long-distance carrier.

However, it is understood that Portugal Telecom has been in exclusive negotiations with Concert since last week. Discussions on the extent of BT's investment are continuing, but a decision is expected as early as this week.

BT would say only that it had talked to many international telecoms companies. Portugal Telecom, advised by Deutsche Morgan Grenfell, said it would decide on a partner by April 15.

Telecoms companies with ambitions to be regional or global providers are linking with local operators to help them attack European markets when telecoms liberalisation begins next year.

Typically, such partnerships involve the local partner distributing the international services offered by the large telecoms companies.

In countries expected to liberalise rapidly, BT is linking with new entrants – for example, Cegetel in France. But in other markets, such as Portugal's – where entry will remain restricted until 2000 – it is siding with incumbents.

In western Europe, BT lacks a significant partner only in Portugal, Spain and Belgium.

Portugal Telecom has proposed reserving for its international partner a "symbolic" tranche, which may be as low as between 2 and 3 per cent, of an offering planned for September.

Portugal Telecom said last week it would chose a global alliance that would enhance its domestic services, protect and extend international business and complement its overseas investments.

Agrobanka set for foreign sale

By Vincent Boland in Prague

The biggest casualty of last year's Czech banking crisis, Agrobanka, will soon be offered for sale to a foreign investor.

The sale of Agrobanka, the largest fully private Czech bank at the time of its near-collapse last September, is expected to attract strong interest and could herald a significant shake-up in the country's banking sector.

ING and ABN Amro of the Netherlands and Citibank and GE Capital of the US are known to be eyeing the Czech market. The European Bank for Reconstruction and Development has also signalled its interest in taking a stake in the bank alongside the strategic investor.

Mr John Sleeman, director of HSBC Investment Bank, which is handling the sale for the Czech National Bank, said there had already been "quite a lot of unsolicited interest from good names". An information memorandum should be ready for potential buyers next month.

Agrobanka's near-collapse was the peak of a series of failures among second-tier Czech banks. It faced a liquidity crunch when other banks refused to lend to it on the interbank market following the arrest on fraud charges of executives at Motoinvest, an investment company that controlled it at the time.

The central bank (CNB) appointed an administrator to rescue it and last week approved a restructuring plan under which Agrobanka's assets and liabilities "whose value is not in question" are to be transferred to a new entity which will be offered for sale.

Whoever buys this slimmed-down Agrobanka will be asked to inject enough capital to create equity and bring its capital adequacy ratio up to CNB requirements. "It requires a certain level of equity, so a minimum investment has to be made," Mr Sleeman said.

The rest of the bank will be retained by existing shareholders while its value is assessed, according to Mr Jiri Klumpar, Agrobanka's administrator. Price Waterhouse, which has been advising on the bank's split, has recommended that provisions of Kcs8.7bn ($300m) be made against this part of the bank, which Mr Klumpar said had created "a large deficit in the assets of the bank at this time".

Agrobanka had assets of about Kcs70bn when it was taken under CNB control.

Belgium warns on merger plan

By Neil Buckley in Brussels and David Owen in Paris

The Belgian government has expressed fears for the future of Tractebel, the powerful Belgian utility group, in the event of a merger between France's Compagnie de Suez, the holding company, and Lyonnaise des Eaux, the utilities group.

Mr Jean-Luc Dehasne, the Belgian prime minister, has warned that any merger between Suez and Lyonnaise des Eaux could have important consequences for Belgium's energy sector. Last week he met all parties to the potential merger. His deputy, Mr Elio di Rupo, said the merger would be bad for Belgian economic interests.

Their comments follow speculation that Suez and Lyonnaise des Eaux are near agreement on a merger.

Suez has, since 1988, owned 64 per cent of Société Générale de Belgique, Belgium's biggest holding company, which controls Tractebel through a 65 per cent stake.

Tractebel, regarded as one of Belgium's industrial jewels, dominates the country's energy sector with a 45 per cent stake in Electrabel, the electricity monopoly which is Belgium's biggest company by market capitalisation, and almost 60 per cent of Distrigaz, the gas utility.

Although Tractebel and parent SGB have, through Suez, been controlled by the French since the 1980s, Belgian analysts fear the merger of Suez with another utility could harm Tractebel. Analysts fear Lyonnaise could take contracts from Tractebel, and that international expansion opportunities would go to the French, not the Belgian, utility.

The issue of French control of Belgian industry has become highly sensitive since Renault's decision to close its Belgian car assembly plant with the loss of 3,100 jobs. The decision provoked outrage in Belgium and a mass protest in Brussels yesterday.

Proposals for a link-up between Suez and Lyonnaise were first made in 1995 when Mr Gérard Worms, then Suez chairman, was trying to ward off plans to create a holding company out of Suez, Banque Nationale de Paris and UAP, the insurance group.

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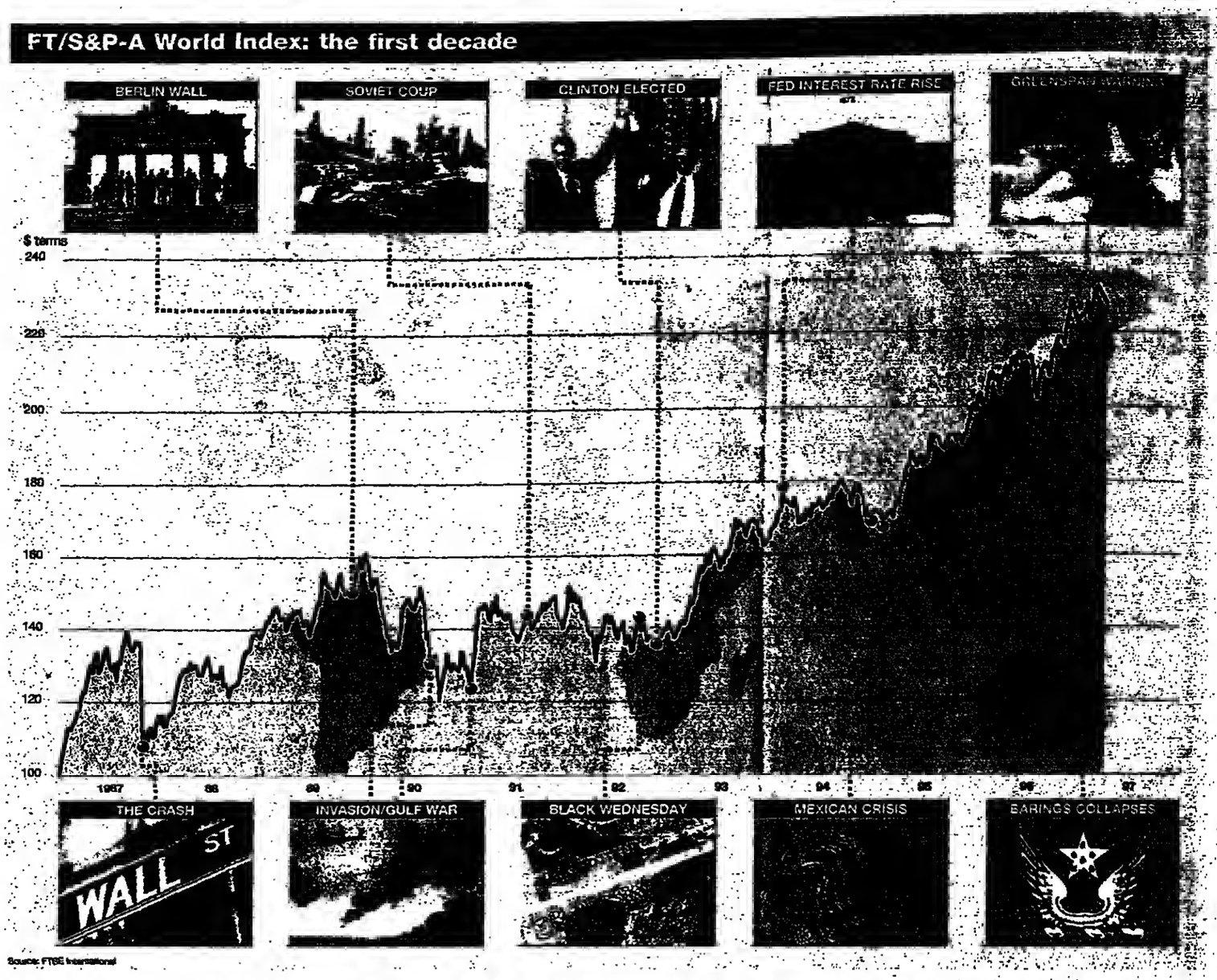
The FT/S&P Actuaries World Indices, launched just before the crash of 1987, have become a benchmark for cross-border investment, writes **Philip Coggan**

A turbulent 10 years for investors



Source: FTSE International

The 10 years since the FT/S&P Actuaries World indices were launched have been turbulent but profitable for investors.

The indices were created to provide a new benchmark for the growing number of cross-border investors.

The removal of exchange controls which gradually followed the collapse of the Bretton Woods system and the free market reforms of Mr Ronald Reagan and Mrs Margaret Thatcher were encouraging institutions to look overseas.

From the outset the indices were a broadly-based benchmark, with about 2,400 securities drawn from 23 countries, representing some 70 per cent of the world's then market capitalisation. The indices were calculated in three separate currencies – the US dollar, sterling and the local unit – to allow investors around the world to measure their performance.

Today, the indices are owned by FTSE International (a joint venture between the Financial Times and the London Stock Exchange), Goldman Sachs and Standard & Poor's, and are compiled in association with the Institute of Actuaries and the Faculty of Actuaries. NatWest Securities was a co-founder of the indices.

The World Index Policy Committee, which meets quarterly, decides on the composition of the indices. To be included, countries must meet these criteria:

- Direct investment by nonnationals must be permitted;
- Accurate and timely data must be available;
- There should be no exchange controls which prevent the repatriation of capital or dividends;
- There should be significant international investor interest;
- There must be adequate liquidity.

A number of other indices were launched at about the same time, but the FT/S&P Index (S&P became involved in 1995) and the Morgan Stanley Capital International indices are generally seen as the leaders.

Within seven months of the new indices' birth, equity markets suffered the Black Monday crash of October 19 1987, and the idea of international investment took a knock. One market after another succumbed to waves of selling pressure, indicating that international investment might not offer as many diversification benefits as had been thought.

From today's perspective, however, the 1987 crash seems merely a blip, both in terms of the long-term global bull market and the process of cross-border investment. The fall of the Berlin Wall in 1989 heralded the triumph of capitalism; how many strategists 10 years ago would have dreamed that Russia would be one of the best performing markets in 1996?

"There have been some really big changes over the past 10 years," says Mr Bill Smith, deputy chairman of Barclays Asset Management. "The role of emerging markets has really expanded. Ten years ago, US investors looking overseas were just considering Japan, Europe or the UK. Now they have options like Latin America, Russia and South Africa."

By 1993, the emerging market craze was at its height. The greater economic growth offered by emerging markets would, it was argued, lead to superior returns; the fact that such markets were not correlated with the developed bourses, or with each other, reduced the risk.

The Mexican devaluation crisis of 1994 dented that thesis. The flow of international investment into these countries had made them correlated after all; when investors took fright at the Mexican news, they were as unselective in withdrawing their capital as they were in committing it. But after three poor years, the emerging markets are picking up again this year.

The big story over the past 10 years, however, has been the shift between the US and Japan. In 1987, it seemed that neither the Japanese economy nor its stock market would ever falter. US companies looked to Japanese counterparts for lessons in how to run their businesses; analysts argued that conventional valuation methods did not apply to the Tokyo stock market.

After the collapse of the bubble economy in Japan, and the long Wall Street bull market, the roles are neatly reversed. American industry has regained confidence and believes it has the industries for the future, in areas such as software, entertainment and biotechnology; some analysts now argue that tried and trusted valuation techniques are irrelevant to the modern US market.

At the launch, Japan made up 32 per cent of the World Index, a proportion which was over 40 per cent by the peak of the Tokyo bull market in 1989; now its weighting is just 15 per cent. "There was some blind buying of Japan in 1989 to match the index, which proved expensive to some investors," says Mr Smith, of Barclays.

Through all these changes, the level of the World Index has grow fairly steadily, with the help of a worldwide fall in inflation that has allowed interest rates to drop in most countries. Over the decade, French franc three-month rates have fallen by nearly five percentage points, while UK and Japanese rates have dropped by three-and-a-half-points.

Investors who bought the index at launch would almost have doubled their money in dollar terms (excluding dividends), in spite of the depressing effect of Japan, where share prices have halved since 1989.

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Capital Corp launches Clubs defence

By David Blackwell

Capital Corporation, operator of two of London's leading casinos, will tomorrow launch its defence document against the hostile bid from London Clubs, its larger rival.

Meanwhile Ladbroke, the hotel and betting group, said it was continuing to watch the situation, but would make no comment on the possibility of a counter bid.

Analysts believe Ladbroke and other casino operators from outside the UK are very interested in Crockford and the Colony Club, the two casinos owned by Capital. The £190m paper offer by London Clubs could easily be topped by a cash offer from a more powerful player in the market.

"Capital's management would be quite happy to sell at the right price," said one analyst. "They think the offer is far too low and I have some sympathy – how many opportunities arise to acquire two Mayfair casino licences?"

Capital's document will include the 1996 full-year results, which were delayed earlier this month because London Clubs had not released its offer document.

Capital warned in January that it expected to report pre-tax profits between £8.5m and £9m, against consensus market forecasts of £13.5m. It added that the total dividend would be maintained at 8p, reflecting the management's confidence in long-term prospects.

London Clubs, which operates 12 casinos in London and five outside the UK, is offering 47 of its shares for every 100 shares in Capital. Since the bid was launched on February 17, shares in London Clubs have risen from 385p to 405p. Capital earlier this month rejected London Clubs' allegations that it had failed to deliver shareholder value.

It argues that since flotation in autumn 1993 its share price has increased from 90p to more than 200p and dividend pay-outs have been high. Its shares closed at 208½p on Friday.

Co-op Retail rejects sale of CWS to Regan

By Jean Eaglesham

The attempt by Mr Andrew Regan, the entrepreneur, to take over parts of the UK co-operative movement suffered a setback yesterday when Co-operative Retail Services unequivocally rejected any sale to him.

Mr Regan heads Lanica Trust, which was considering a bid thought to be worth about £500m for the co-operative movement's non-food businesses, including the funeral parlours and travel agencies, through a vehicle called Galileo.

CRS, much the biggest corporate shareholder in the Co-operative Wholesale Society, gave its "full backing" to attempts by CWS to fend off Lanica.

CRS also said it was no longer prepared to hold talks with Mr Regan about a potential sale of some of its own assets.

CRS is the biggest of the 40 co-operative movements which have stakes in CWS. While it does not have a blocking vote on any CWS takeover, it does have a major influence.

CRS' support will be particularly welcome to CWS since relationships between the two organisations have been strained after merger talks broke down in 1995.

But the move will not end the bid speculation, although CWS dismissed as "nonsense" weekend press reports that Mr Regan was now targeting its subsidiary, the Co-operative Bank, and could be considering a bid of as much as £1.5bn to dismantle the entire co-operative movement. A CWS spokesman said the powerful non-executive board had ruled out selling assets to Mr Regan and that "the board's decision is final".

But Mr Regan could try to go over the board's heads and put an offer direct to the society's 500,000 members. Whether he could raise the funding for a £1.5bn bid is debatable. Lanica's vehicle for a potential bid, Galileo, has funding of £600,000 from Lanica and £9m from fund managers Schroders and Jupiter Asset Management and stockbroker Killik.

Lanica's shares were suspended last month after rumours of the potential Co-operative bid helped drive the price up to £19.50p, compared to a 12-month low of 116p. The trust, which is 46 per cent owned by Mr Regan, was acquired by him last November. Its market capitalisation soared to £82m before the shares were suspended, despite having a net asset value of just £3.2m.

This was partly due to Mr Regan's reputation. Aged just 31, he made his name in the City in 1994 when, as head of Hobson household goods, he bought the CWS food manufacturing business for £111m. He later sold out to Hillsdown Holdings for £121m.

Newcastle hope to meet goal

By Simon Kuper

Newcastle United's stock offer this week is likely to be more successful than the football club's previous attempt to sell shares.

The club's advisers expect to meet their target of raising £47.4m by Friday, when the offer to institutions closes. The retail offer, mainly for Newcastle fans, closes the previous day.

One of Newcastle's corporate advisers said he was "very confident" the share price would be near the top of the 120p-135p range. That would value the company at close to £193m, making it the third biggest football club on the stock market after Manchester United and Chelsea.

Seven years ago, when Newcastle tried to raise £8m through a subscription offer, it managed only £300,000. There had been some doubts about the issue after the prospectus revealed that Sir John Hall, the club's owner, would remain as chairman of the football club but would not sit on the board of the holding company, although he plans to retain 57 per cent of the shares.

However, one football sector analyst said Newcastle was unlikely to suffer from the recent slide in soccer shares, since it was one of the English game's biggest names and was trying to raise a comparatively modest sum. With NatWest Markets, Deutsche Morgan Grenfell and Salomon Brothers all acting for Newcastle, "weight of demand over supply is going to ensure that the issue is a success".

The Premier League club's chances of lucrative European games were buoyed by a 4-0 victory over Coventry on Saturday.

Newcastle's sales, £4.1m in 1990, soared to £24.5m for the six months to January 30. The club made interim operating profits of £7.6m by reducing transfer spending.

Newcastle said it planned to use £21m of the proceeds from the float to cut debt to £15m.

The shares will be priced next Monday, with trading to start on April 2.

Faustino Asprilla is spearheading Newcastle United's European ambitions

Gallaher appoints demerger board

By Tim Burt

Gallaher, the UK's largest tobacco company, yesterday named a new board to oversee its demerger from American Brands, the US consumer products group.

The company, which is expected to have a market capitalisation of more than £2bn, said its existing senior management team would continue to run the group, led by Mr Peter Wilson as chairman and chief executive and Mr Philip Burchell as finance director.

Five new non-executive directors have also been appointed to the board, including Mr Graham Hearne, chairman of Enterprise Oil, who will be non-executive deputy chairman.

The others are Mr Richard Brooke, group finance director at British Sky Broadcasting; Mr John Gildersleeve, commercial and trading director of Tesco; Mr Tom Hays, chairman and chief executive of American Brands; and Mr Tony Portno, a director at Bass.

Gallaher said yesterday that the board appointments would become effective shortly before the demerger, which is subject to clearance from the US tax authorities and shareholder approval.

In the third quarter of last year, Gallaher saw a 0.5 per cent decline in volume but lifted operating profits 4.6 per cent to $160.2m (£100.7m) after a shift in export mix towards higher-margin European markets, cost-cutting, and productivity. Its share of the shrinking UK market, where its brands include Silk Cut and Benson and Hedges, was slightly ahead at 39.2 per cent (39 per cent).

NEWS DIGEST

Williams expects Chubb backing

Shareholders in Williams Holdings are today expected to give their backing to the conglomerate's £1.3bn ($2.06bn) bid for Chubb Security.

Proxy votes sent by institutions to the EGM in Derby to approve the offer are expected to give full backing to the board. Presentations by Williams' chief executive, Mr Roger Carr, appear to have reversed the negative sentiment that caused its shares to fall 11 per cent when the agreed offer was announced on St Valentina's Day.

From a low of 294p, the shares have recovered to close on Friday at 328½p, only 9p below their level before the deal. The price recovery reflects approval in several analysts' notes after reassessing the impact on Williams' earnings.

"Initial reaction to the Chubb bid was understandable but overdone," said Mr Colin Porter of broker Albert E Sharp. The logic of the deal is "irrefutable".

Buying Chubb security will make Williams the world's largest manufacturer and supplier of fire protection and security equipment.

It is also expected to enable Williams to shake off the "conglomerate" tag. If the deal is completed, it is expected to be re-classified from the poorly performing diversified industrial sector into support services. *Ross Tieman*

Medusa issues pathfinder

Medusa Petroleum, a newly formed oil exploration and production company, is to issue its pathfinder prospectus today, in which it will reveal deepening pre-tax losses of £67,000 last year as a result of an increase in exploration costs from £4,000 to £46,000.

The loss compares with £7,000 for the year to June 30 in 1995, and was struck from reduced sales of £33,000 (£41,000) due to a fall in consultancy fees.

The company – created through the merger of Medusa Oil and Medusa Oil and Gas and two Czech subsidiaries of Tullow Oil – is seeking to raise about £8m through a listing on the Alternative Investment Market, which it will use to fund further developments in eastern and central Europe. Henderson Crosthwaite are the nominated advisers and brokers to the placing.

Mr Michael Seymour, managing director, said the company would start producing gas during 1998 if wells were successfully drilled in the Czech Republic and Spain this year.

Its main areas of exploration are Poland and the Czech Republic, where it has a "close relationship" with MND, a Czech oil and gas company which operates many of the republic's oilfields. *Jane Martinson*

IMI in £10m bolt-on

IMI, the engineering group, has bought the Thermtec industrial valves division of the Switzerland-based Sulzer Group for £10m cash with a further payment of £3m dependent on profits.

■ ALBA is to pay £3m cash for Roadstar Holdings, a lossmaking Swiss audio and video entertainment maker with annual sales of £40m.

■ ASSOCIATED BRITISH PORTS has been nominated as the preferred bidder for the Port of Norwich, for which ABP has bid £24.4m.

■ ICI has bought a 40 per cent stake in a paints company near Warsaw, Poland which it intends expanding to 75 per cent over the next three years.

W O R L D W I D E S E C U R I T I E S P R O C E S S I N G S E R V I C E S

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FINANCIAL TIMES

MARKETS

THIS WEEK

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At Home in Emerging and Capital Markets
ING BARINGS

Global Investor / Peter Martin

May will be Emu's vital month

Officially, the crucial decisions on European monetary union will be made in April 1998. In practice, they will be made in May 1997.

In two months' time, the German government will announce its projections of tax revenues for 1997. It will become clear what chance Germany has of meeting the Maastricht treaty's 3 per cent ceiling on government deficits.

After the January and February unemployment figures, the projections are unlikely to show Germany achieving the 3 per cent figure – unless the government takes prompt action. Some private-sector economists fear the estimate could be as high as 4 per cent.

Unless the government can get closer to 3 per cent, the chances of a timely start to Emu are slim. Even if it holds the budget deficit to just over 3 per cent, agreeing on a smooth start to Emu in the talks due for April 1998 will be greatly complicated.

Just as important as the May figures will be the German government's response. If the deficit projection is only just over 3 per cent, the target can probably be met relatively painlessly, for example by deferring infrastructure investment from late 1997 to early 1998.

If the projection is well abova 3 per cent, getting below the ceiling will require a tax increase as well, either on value-added tax or on oil. Neither need be large, but either will require the collaboration of the opposition Social Democrats, who have an effective veto in the Bundesrat, the German parliament's upper house. A high deficit projection, and a lack of agreement with the Social Democrats, will make a delay in Emu almost inevitable.

From investors' point of view, what is at stake is the convergence play, the sharp reduction in interest rate differentials between, say, Italy and Spain on the one hand, and Germany on the other. Although investors are now starting to get nervous about whether Emu will start on time, and whether Italy and Spain will be included, the chart shows that only a small portion of the convergence play has been unwound in recent weeks.

Over the next two months, investors will have to face up to the high probability that either Emu will be delayed, or that Spain and Italy will not be early members. For the convergence play, much depends on how these two factors are managed.

If Emu is delayed in a planned way, in good time, with associated measures to reassure the market that the project is still on track, there is a reasonable chance that the convergence play will remain intact. After all, Spain and Italy have made heroic efforts to bring government finances into line with the Maastricht criteria; as long as they continue to maka progress, the fundamental economic underpinning of convergence remains.

The risks in this scenario are threefold. First, it might prove impossible to find a legal way to delay the Maastricht process without reopening the treaty for full renegotiation – which would probably sink it. Second, it might be impossible to reach a friendly agreement on delay, creating political turmoil which in turn disrupts the markets. Or third, Italy and Spain might not be able to stay on track, given that all their efforts have been focused on making the figures fit in 1997.

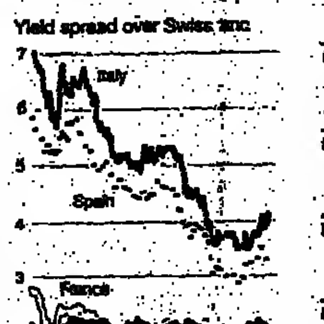
One temptation for the EU will be to include in the agreement to delay, a promise that Spain and Italy can join at the postponed starting date. This would provoke an outright confrontation with the Bundesbank, however, which would insist on the full application of the Maastricht criteria whatever the starting date.

An infinitely preferable outcome, from the German point of view, would be for Italy and Spain to say that they choose not to press for immediate entry, but that they are on track to join a little later, probably before the issue of euro notes and coins in 2002. If this is accompanied by continued fiscal austerity in the two countries, the convergence play should not be affected. German public opinion, which fears dilution of the D-Mark by weaker currencies, will be reassured. As long as Germany is not too far from the 3 per cent figure, Emu can go ahead as planned.

Will Italy, which as a founder member of the EU has the most to lose in terms of prestige, go along with this? Much depends on just how bad the German deficit projections are in May. A relatively low figure will strengthen Germany's negotiating position; a relatively high figure would give the Italian government extra negotiating leverage. For politicians, and markets, it looks like being a tense couple of months.

10-year bonds

Yield spread over Swiss &nc



Source: Datastream

Total return in local currency to 13/03/97

	US	Japan	Germany	France	Italy	UK
	% change over period					
Cash						
Week	0.10	0.00	0.06	0.08	0.14	0.12
Month	0.45	0.45	0.27	0.29	0.62	0.52
Year	5.67	0.51	3.34	4.50	9.56	6.36
Bonds 3-5 year						
Week	–0.21	0.26	–0.15	–0.39	–0.42	0
Month	–0.75	0.50	–0.45	–0.40	–1.84	0.22
Year	4.92	5.79	8.73	9.95	15.12	8.20
Bonds 7-10 year						
Week	–0.45	0.74	–0.18	–0.24	–0.94	–0.06
Month	–1.68	1.12	–0.33	0.16	–3.43	–0.40
Year	4.38	10.12	13.30	14.77	27.41	12.83
Equities						
Week	–1.1	–0.1	–1.2	–2.3	–1.4	0.1
Month	–2.8	–2.2	3.7	0.5	–8.2	2.0
Year	25.6	–9.6	38.5	38.7	28.3	24.1

Source: Cash & Bonds – Lehman Brothers. Equities © FT/Excel Index Unit. The FT/S&P Actuaries World Indices are jointly owned by FT-SE International Limited, Goldman Sachs & Co. and Standard & Poor's.

COMPANY RESULTS DUE — Compiled By AFX News

Troubled Renault to reveal size of losses

Renault, the troubled French carmaker, will this week unveil the extent of its 1996 loss, which could come in at about FFr5bn ($870m).

The operating loss in its car division alone is estimated at FFr3bn, although the figure overall should be closer to FFr2bn. Despite strong sales in 1996, helped by government incentives, the company has been hit by restructuring costs.

■ Michelin of France, the world's biggest tyremaker, is expected to report net profits tomorrow of between FFr2.8bn and FFr3.35bn, depending on the extent of provisions linked to planned job cuts at its domestic operations.

The company last month announced plans for 1,445 jobs cuts, and admitted provisions would be taken in the 1996 accounts to cover the costs. The lower profits estimate would put it on a par with 1995 results. Last September, Michelin reported first half profits down 11 per cent at FFr1.35bn.

■ Canal Plus, the French pay-TV operator, is tomorrow expected to report 1996 net profit of FFr690m-FFr793m (FFr666m) according to analysts' forecasts. Mr Pierre Lescure, chairman, has already said that earnings will be above those of 1995.

The results will be the last before the company's merger with international pay-TV group NetHold. NetHold's losses and debt burden are expected to severely depress Canal Plus earnings in 1997 and 1998.

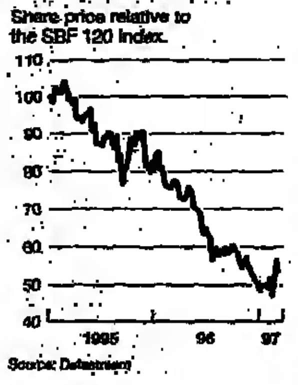
Analysts expect Canal Plus to leave its net dividend unchanged at FFr20 a share. The main uncertainty about the 1996 results, according to one analyst, concerns the losses of the group's Canal-Satellite digital TV operation, which was launched in April. The costs of its newly launched theme channels, mainly aimed at the German market, are the other main element of uncertainty, he said. The group has already announced 1996 sales of FFr11.59bn, up 14.1 per cent. Subscriber numbers rose 13 per cent last year.

The NetHold merger takes effect this month. Losses of its operations and the costs of servicing the debt which Canal Plus is taking over from the company will sharply reduce earnings at the French group. NetHold incurred a net loss of FFr800m in the year to March 1996. Canal Plus will consolidate FFr1.5bn of debt previously held by NetHold.

Mr Lescure acknowledged that the merger would have a marked impact on 1997 earnings, but he said Canal Plus's existing businesses would grow significantly in 1997 and 1998.

Renault

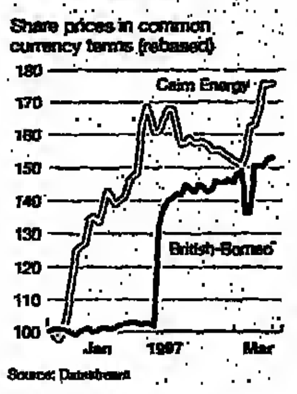
Share price relative to the SBF 120 index.



Source: Datastream

Oil companies

Share prices in common currency terms (rebased)



Source: Datastream

■ Pearson, publisher of the Financial Times, is expected to report today pre-tax profits before exceptional items of £235m-£277m ($440m) for 1996, compared with £235.7m a year ago, analysts said. Tha dividend for the full year is expected to rise to around 18p from 16.1p.

Analysts believe the trading performance will inevitably be overshadowed by the comments made by Mrs Marjorie Scardino, new chief executive, on the strategic direction of the group.

"Pearson's results will take a back seat in relation to the new chief executive's opening remarks on what she thinks Pearson's future media strategy will focus on," wrote Mr Stephen Kirk, of NatWest Securities in a note ahead of the figures.

Analysts think a range of exceptional items will cloud the picture.

■ Rexam, the packaging group in the midst of a £300m disposals programme, is forecast on Wednesday to report annual pre-tax profits of about £170m (£185m), earnings per share of about 22p and a dividend of about 14p (14.1p). The group has sold the first three of the 20 or so businesses from which it is withdrawing, including the most profitable ones. Attention will be focused on the fate of the remaining businesses and on how Mr Rolf Börjesson, chief executive, will chart Rexam's future.

■ Cairn Energy, which was highly acquisitive in 1996, is due to report its annual results on Wednesday. Analysts are expecting net income of about £7m (£8.9m). However, more attention will be paid to the group's plans for Bangladesh, one of last year's exploration hotspots. The company is not expected to pay a dividend.

■ Kingfisher is expected on Wednesday to come in with pre-tax profits of about £380m (£287.2m). The strong rise is expected to include a return to profit at Comet after the Norweb acquisition and a better performance from the do-it-yourself chain B&Q. However, the market's attention is likely to focus on the next phase of growth for Kingfisher. It already owns one of France's leading electrical goods retailers and has a substantial stake in another, but the question will be how much further into Europe the group intends to go. Sir Geoff Mulcahy, chief executive, will have to reassure anxious investors that expansion will not necessarily mean a rights issue.

■ Guinness, the brewing and spirits group, is expected to report annual profits of above £960m (£940m) on Thursday.

There could also be news of a further share buy-back or special dividend.

1996 Results

Strong growth in revenues and income

PATHÉ

FF millions	1996	1995 Pro forme
Revenues	1,841	1,093
EBITDA	514	195
Net Income (loss)	186	(509)

Consolidated revenues for Pathé soared by 68% to FF 1.8 billion. This substantial growth is due to the consolidation of Renn Productions/AMLF (movie production and distribution), the inclusion of Pathé movie theaters in the Netherlands over the full year in 1996 and consolidation of the French daily, Libération with effect from July 1, 1996.

Earnings before interest, depreciation and amortization (EBITDA) more than doubled to FF 514 million. Net income stood at FF 186 million versus a loss of FF 509 million in 1995.

BSkyB confirmed its excellent performance with 6.1 million subscribers at tha end of the year. Boosted by the launch of its new bouquet of digital channels, CanalSatellite had 446,000 subscribers at the end of 1996. Five Pathé movies production or co-production were released in 1996 and six other movies were produced or co-produced in 1996 for release in 1997. Pathé distributed 16 feature films in France and 16 in tha UK in 1996, which generated total box-office revenues of FF 700 million. Revenues for the Pathé movie theater network in France and the Netherlands advanced 40% to FF 736 million in 1996.

At the end of February 1997, Pathé Pictures, a Pathé UK subsidiary, applied for a franchise from tha Arts Council of England with a view to strongly developping production of British films.

The Board will propose payment of a net dividend of FF 10 to the Annual General Meeting called to approva the 1996 accounts.

European Investment Bank
Italian Lira 300 Billion Capped Floating Rate Notes due 1999
Notice to the Holders
Notice is hereby given that the Notes will carry an interest rate of 7.8257% per annum for the period 17.03.1997 to 16.06.1997.
• ITL 100,173 per ITL 5,000,000 nominal
• ITL 1,001,731 per ITL 50,000,000 nominal
Luxembourg, March 17, 1997

Correction Notice
GITIC
Guangdong International Trust & Investment Corporation
(established under the laws of the People's Republic of China)
U.S. $150,000,000
Floating Rate Notes due 1998
In accordance with the provisions of the Notes, notice is hereby given that the Rate of Interest for the six month period ending 20th May, 1997 has been fixed at 6.10078% per annum. The interest accruing for such six month period will be U.S. $31.01 per U.S. $1,000 Bearer Note, and U.S. $310.12 per U.S. $10,000 Bearer Note and U.S. $3,101.23 per U.S. $100,000 Bearer Note on 20th May, 1997 against presentation of Coupon No. 8.
Union Bank of Switzerland
London Branch Agent Bank
14th November, 1996

NOTICE TO THE WARRANTHOLDERS OF
Credit Saison Co., Ltd.
Warrants to subscribe for shares of common stock of Credit Saison Co., Ltd. issued with US$200,000,000 2 1/4 per cent. Bonds due 2000

Pursuant to Clause 4(A) and (B) of the Instrument dated 29th February, 1996 (the "Instrument") and in accordance with conditions 7 and 11 of the Terms and Conditions of the Warrants, notice is hereby given that:

On 12th March, 1997, the Board of Directors of Credit Saison Co., Ltd. (the "Company") resolved to make a stock split (free share distribution) of shares of common stock of the Company to the shareholders of record at 3:00 p.m. as of 31st March, 1997 (Japan time) at the rate of fifteen (15) per cent. of shares then held by each such shareholders. As a result, pursuant to clause 3(l) of the Instrument and Condition 7 of the Terms and Conditions of the Warrants the Subscription Price of the Warrants is to be adjusted from 2,409.0 to 2, 094.8, becoming effective as from 1st April, 1997 (Japan time).

CREDIT SAISON CO., LTD.
By: Dai-Ichi Kangyo Trust Company of New York, as the Disbursement Agent
Dated: March 17, 1997

US$100,000,000
Subordinated Collared Floating Rate Depositary Receipts due 2003 issued by
The Law Debenture Trust Corporation plc evidencing entitlement to payment of principal and interest on deposits with Banco di Napoli Hong Kong Branch
The receipts will bear interest at 6.125% per annum from 17 March 1997 to 15 September 1997. Interest payable on 15 September 1997 will amount to US$30.97 per US$1,000, US$309.65 per US$10,000 and US$3,096.53 per US$100,000 receipt.
Agent: Morgan Guaranty Trust Company
JPMorgan

LIT 2,000,000,000,000
European Investment Bank
Floating Rate Notes due 2001
For the period from March 17, 1997 to June 16, 1997 the Notes will carry an interest rate of 7.2237% per annum with an interest amount of LIT 50,082 per LIT 5,000,000 and LIT 500,820 per LIT 50,000,000.
The relevant interest payment date will be June 16, 1997.
Agent Bank
Banque Paribas

US $53,750,000
European Investment Bank
Floating Rate Notes due 2008
For the period from March 17, 1997 to September 15, 1997 the Notes will carry an interest rate of 5.7843% per annum with an interest amount of US $[illegible] per US $[illegible].
The relevant interest payment date will be September 15, 1997.
Agent Bank
Banque Paribas

INTERNATIONAL OFFERINGS By Jonathan Wheatley in Sao Paulo

Brazil in landmark privatisation

Latin America's biggest privatisation so far gets under way on April 29 when the Brazilian government plans to sell a "strategic block" of between 40 and 45 per cent of voting stock in the mining group, Companhia Vala do Rio Doce (CVRD).

Priced at a minimum of R$26.67 (£14.78) per thousand shares, the sale will net the government at least R$3.3bn.

This is not an IPO. CVRD has ordinary and preferred shares on Brazilian markets and preferred shares are traded as American depository receipts.

Nor will the April sale bring new shares on to stock markets. The "strategic block" will ba sold to CVRD's new operators, who will form a special purpose company of which no individual group may own more than 45 per cent. No changes in ownership are allowed for five years.

New shares will reach markets, however, before the end of the year. The government plans to sell all 51 per cent of CVRD held by the National Treasury – it has 76 per cent of voting stock and 6 per cent of preferred stock.

All preferred shares and 4 per cent of ordinary stock will be offered to CVRD's employees immediately after the first sale, and the remaining 21 to 26 per cent of voting stock – worth between R$2bn and R$2.5bn at today's prices – will be sold on local and international stock markets at a later date, probably within the following few months.

Investor interest will inevitably be determined by the performance of CVRD's new controlling consortium.

"Investors are likely to look most favourably on a controller that concentrated on CVRD's core interests in iron ore, gold and railways, and that sold its peripheral interests in aluminium, cellulose and iron and steel," said Mr Marcelo Mesquito, a mining analyst at Sao Paulo investment bank Garantia.

All eyes are therefore on the negotiations now taking place between potential buyers. The two biggest local participants are Companhia Siderúrgica Nacional (CSN), Brazil's biggest steelmaker, and Votorantim, a vast conglomerate with interests in cement, cellulose and paper, aluminium, orange juica, mining and investment banking. Because of its diversified activities, Votorantim is seen as less likely to slim down CVRD.

The two had been ready to join forces, but disagreement has emerged over Votorantim's reported insistence on taking operational control.

"Wa want to see an equal partnership between the members of the consortium," said Ms Maria Silvia Bastos Marques, a CSN director.

Votorantim says it has opened talks with foreign partners including Nippon Steel of Japan and is understood to be in contact with the South African mining group, Anglo American. CSN says it is "very close" to Gencor of South Africa and other foreign groups, while insisting that a deal with Votorantim is not ruled out.

The sale is being managed by a consortium led by Merrill Lynch, which will be the book runner at the public offer. The price at this stage will be set by the market, with the exception of shares bought by the new controller, which will have to pay the minimum price set for April 29.

Ordinary shares currently trade at a 17 per cent premium over preferred stock. They will fall to the lower price after the sale, and the government wants to make sure bidders at the first stage do not aim for 40 per cent instead of 45 per cent in the hope of enlarging control cheaply later on.

FT/S&P ACTUARIES WORLD INDICES

The FT/S&P Actuaries World Indices are owned by FTSE International Limited, Goldman, Sachs & Co. and Standard & Poor's. The Indices are compiled by FTSE International Limited and Standard & Poor's in conjunction with the Faculty of Actuaries and the Institute of Actuaries. NatWest Securities Ltd. was a co-founder of the Indices.

NATIONAL AND REGIONAL MARKETS Figures in parentheses show number of lines of stock	FRIDAY MARCH 14 1997 US Dollar Index	%chg since 31/12/96	Pound Sterling Index	Yen Index	DM Index	Local Currency Index	Local % chg from 31/12/96	Gross Div. Yield	THURSDAY MARCH 13 1997 US Dollar Index	Pound Sterling Index	Yen Index	DM Index	Local Currency Index	DOLLAR INDEX 52 week High	52 week Low	Year ago (approx)
Australia (76)	222.77	0.4	208.29	173.75	198.81	185.78	0.0	4.09	224.13	208.05	173.98	198.23	188.10	225.77	188.44	195.87
Austria (24)	186.17	–2.0	172.40	146.20	164.47	164.42	8.2	1.77	186.23	172.86	144.55	164.70	164.64	195.04	174.70	181.18
Belgium (26)	238.66	4.8	221.01	186.14	210.85	206.31	15.7	3.32	238.80	221.67	185.37	211.21	206.66	241.54	203.64	209.45
Brazil (28)	244.52	28.9	226.43	190.71	218.02	474.83	30.9	1.18	240.67	223.40	186.62	212.88	467.56	247.23	149.89	150.70
Canada (114)	199.34	5.0	184.60	155.48	176.11	196.86	4.5	1.87	198.17	183.95	153.83	175.27	196.57	209.31	154.12	158.25
Denmark (32)	372.66	5.9	345.08	290.64	329.22	328.72	16.4	1.44	370.08	343.53	287.27	327.31	326.73	376.98	291.30	294.80
Finland (28)	265.09	7.9	245.48	206.75	234.19	282.37	18.8	1.61	263.54	244.63	204.57	233.08	280.62	268.58	174.47	186.53
France (91)	221.15	3.3	204.79	172.48	195.37	198.86	13.9	2.80	220.18	204.38	170.91	194.73	198.02	225.82	185.93	187.35
Germany (59)	200.24	5.4	185.43	156.18	176.90	176.90	16.2	1.49	199.34	185.04	154.73	176.30	176.30	205.38	164.47	169.39
Hong Kong (59)	462.95	–8.7	428.70	361.07	408.99	460.36	–8.6	3.35	469.49	435.80	364.43	415.28	468.76	514.49	407.55	410.22
Indonesia (27)	232.62	1.9	215.41	181.42	205.60	142.77	3.6	1.55	234.62	217.79	182.12	207.51	345.29	–	–	–
Ireland (16)	334.83	1.8	310.05	261.14	295.80	301.80	10.2	3.14	335.88	311.76	260.72	297.06	303.56	343.39	256.50	256.50
Italy (59)	85.83	2.8	79.48	66.95	75.83	108.53	14.5	2.05	85.17	79.06	66.11	75.32	107.70	98.32	70.61	73.39
Japan (480)	111.97	–13.2	103.68	87.33	98.92	87.33	–7.8	0.90	112.16	104.11	87.06	99.20	87.06	164.66	109.16	146.63
Malaysia (107)	638.53	5.8	591.29	498.01	564.10	309.14	3.8	1.06	643.09	596.95	499.19	568.77	613.25	660.85	512.47	537.53
Mexico (27)	1335.22	9.5	1236.44	1041.38	1179.59	1345.29	10.9	1.13	1326.18	1231.00	1029.41	1172.90	11592.39	1445.68	1088.22	1090.90
Netherland (19)	353.34	5.1	327.20	275.58	312.18	308.35	16.2	2.51	350.17	325.05	271.82	309.70	305.89	357.18	279.88	282.24
New Zealand (14)	84.44	–8.0	78.20	65.86	74.60	64.28	–8.8	4.43	85.63	79.48	66.47	75.73	65.03	95.60	75.94	81.20
Norway (41)	311.06	5.2	288.06	242.62	274.82	289.28	12.9	2.12	310.47	288.20	241.00	274.59	288.10	321.23	236.19	238.69
Philippines (22)	197.00	–3.3	182.43	153.65	174.04	258.52	–3.1	0.87	198.63	184.38	154.19	175.68	260.57	–	–	–
Singapore (43)	400.13	–4.7	370.53	312.07	353.49	264.47	–2.3	1.05	407.47	378.23	316.29	360.38	269.33	449.15	371.28	423.02
South Africa (44)	360.82	13.3	334.12	281.41	318.78	350.43	7.8	2.39	368.00	341.60	285.66	325.47	353.95	390.34	301.49	393.69
Spain (35)	216.57	–1.3	200.55	168.91	191.33	236.97	9.4	2.69	216.72	201.17	168.22	191.67	237.02	228.18	164.81	166.62
Sweden (49)	434.59	3.0	402.43	338.95	383.93	499.31	17.1	2.09	438.79	407.30	340.60	388.08	498.26	448.64	334.04	338.09
Switzerland (36)	257.68	9.0	238.62	200.97	227.66	233.48	17.6	1.27	256.81	238.38	199.34	227.13	232.35	257.69	229.36	246.50
Thailand (45)	79.08	–17.4	73.23	61.68	69.86	79.68	–16.4	4.05	82.46	76.55	64.01	72.93	83.02	187.79	73.98	173.04
United Kingdom (212)	283.27	0.0	262.31	220.93	250.25	262.31	8.9	3.74	281.23	261.05	218.30	248.73	261.05	285.30	225.06	227.26
USA (654)	322.22	6.8	298.38	251.31	284.66	322.22	8.8	1.87	320.97	287.94	249.15	283.88	320.97	331.54	254.79	261.81
Americas (823)	295.24	6.9	273.40	230.27	260.83	248.45	6.8	1.85	294.02	272.92	228.23	260.04	247.42	303.45	233.09	238.60
Europe (727)	246.39	2.8	228.16	192.17	217.67	228.36	12.2	2.66	245.21	227.62	190.34	216.67	228.35	248.97	202.01	204.21
Nordic (150)	378.69	4.4	350.66	295.35	334.55	372.32	16.8	1.92	380.04	352.77	295.00	336.12	371.02	385.85	288.84	289.90
Pacific Basin (873)	132.77	–10.7	122.94	103.55	117.29	102.22	–6.7	1.42	133.33	123.77	103.50	117.92	102.94	177.01	131.50	159.77
Euro-Pacific (1600)	180.12	–3.4	166.90	140.48	159.13	150.18	5.3	2.13	179.98	167.04	139.69	159.16	149.88	191.51	176.79	176.19
North America (768)	314.60	6.7	291.52	245.53	278.11	313.97	6.8	1.87	313.55	291.05	243.39	277.31	312.71	323.69	248.65	255.27
Europe Ex. UK (515)	221.09	4.5	204.74	172.44	195.32	208.74	15.3	2.05	220.34	204.53	171.04	194.88	205.88	223.97	185.65	186.60
Pacific Ex. Japan (393)	305.72	–3.0	283.10	238.44	270.08	263.48	–3.1	2.83	309.09	286.91	239.93	273.37	268.77	320.65	268.97	279.22
World Ex. US (1813)	184.06	–2.4	170.44	143.55	162.60	156.42	3.7	2.11	183.86	170.69	142.73	162.63	156.08	193.47	179.10	179.57
World Ex. UK (2255)	222.96	1.9	206.37	173.82	196.88	198.25	4.9	1.80	222.46	206.50	172.69	196.75	197.70	228.59	199.59	202.78
World Ex. Japan (1997)	287.10	4.9	265.86	223.92	253.64	277.51	7.8	2.19	286.22	265.68	222.17	253.14	276.69	292.72	233.10	236.91
The World Index (2467)	228.01	1.7	211.14	177.83	201.43	204.02	5.1	1.98	227.47	211.15	176.57	201.18	203.41	233.38	202.32	204.96

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COMPANIES AND FINANCE: 10 YEARS OF FT / S&P WORLD INDICES

■ **The best performer** – By Michael Morgan

Mexico gets it right

By any standards, Mexico has had a remarkable, if volatile, decade.

It has been by far the best-performing market in the FT/S&P Actuaries World indices, up 1,270 per cent in dollar terms. Measured in the local currency, it has soared a staggering 11,813 per cent.

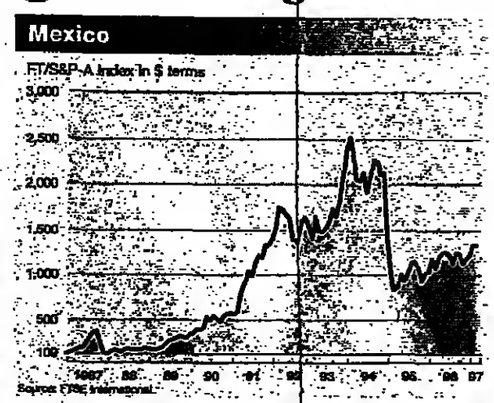
The Mexican exchange has a long history, stretching back to 1894 when the few listed shares were mainly in the financial, industrial and mining sectors.

Mr Gray Newman, chief economist at HSBC James Capel in Mexico City, says that, when he arrived in 1986, the country was a classic turnaround story. It had lived through the traumas of oil boom and bust and the government was turning its attention to taming debt and the currency.

The market made an auspicious enough start to 1987 with a sharp rise as the banks, which had been nationalised in 1982, began to issue special stock certificates, a forerunner to the privatisation that was to come later. But in October, political worries, capped by Wall Street's crash, took the market back virtually to where it began the year.

By 1991, full-blown privatisation was at the top of the agenda as the government sold off the telecommunications utility, Telefonos de Mexico (Telmex). Its ADRs quickly became one of the most-traded issues on Wall Street, and, says one analyst, "in the US, it seemed like everybody's aunt had bought Telmex. The question on everybody's lips was what to buy next in Mexico".

At the same time, efforts were being made to improve the infrastructure of the capital market and some serious analytical research on companies and sectors was beginning to appear.



Foreign investors had dabbled in the market for years – the first Mexico Fund was launched in 1981 – but by the start of the 1990s, some serious US money was beginning to flow in. Equally significant was a flow of funds from expatriate Mexicans, anxious to signal a vote of confidence to developments in their home country.

By 1993 it was hard not to make money in the emerging markets, and by early February of 1994 Mexico had soared 2,547 per cent in dollar terms since the beginning of 1987.

Indeed, says Ms Elizabeth Morrissey at Kleiman International, the Washington-based independent consultants on emerging markets, during 1993 and in the early part of 1994 some European funds had moved Mexico out of their emerging market portfolios and instead had grouped it with their other North American holdings.

Inevitably, the party could not last and Mexico, like its peers, turned south as US interest rates went up during 1994. Worse, however, was to come with Mexico's currency crisis late that year when the market plunged in response to the peso devaluation and its subsequent flotation.

The shock waves were felt in emerging markets around the world while for Mexico itself the result was a loss in dollar terms of more than 40 per cent in market value.

A second currency crisis in the final quarter of 1995 took another toll, but last year brought some semblance of a return of confidence by US investors, looking for alternatives to the record high valuations in their own equity markets.

One survey conducted in recent weeks by Broadgate Consultants, a US corporate and markets communications concern, questioned 30 large institutional investors on their attitudes to Mexico.

Ninety per cent said that their opinion of Mexican equities had improved substantially from a year ago. Sixty per cent also thought that the market, trading on a price/earnings ratio of 14.5 times, was undervalued.

Clouds, however remain on the horizon. For many of the fund managers said that uncertainty over the outcome of Mexican federal elections, due in the summer, could prompt some of them to put their investment plans on hold for the time being.

■ **The weakest performers** – By Jeffrey Brown

'Tiger's tiger' is tamed

Ten years on, Thailand and Italy are the undisputed laggards of the FT/S&P Actuaries world indices.

Thailand is overall backmarker in dollar terms with a decline of 22.2 per cent. But since it is a relative newcomer to the world indices, the wooden spoon on a full 10-year view goes to Italy, which in dollar terms has fallen 12.7 per cent.

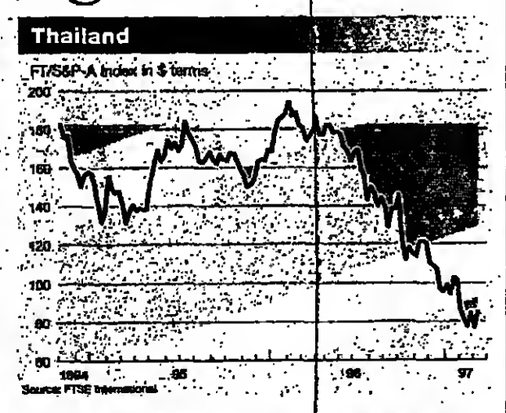
Thailand is a story of riches turned to rags with the stock market storming to the front of the performance charts before its inclusion in the world indices, only to stumble badly on joining the FT/S&P stable. The Milan bourse has had a less dramatic decade, performing stodgily throughout and eventually losing heavily on currency factors.

Italian shares traded within a narrow range in the years to 1992.

Over the period, the bourse rarely fully reflected the size or dynamism of the Italian economy, with technical supports limited. Mutual funds had been successfully introduced, but competition from the debt markets was fierce and corporate pension companies remain an unknown entity.

With a tight shareholding structure among the top companies and free share floats for the most part at a minimum, liquidity was always a problem, and foreign funds tended to steer clear. The outsider's view of Italian equities was often that the market was manipulative and difficult to understand.

The Berlusconi rally, which began in the autumn of 1992 and lasted roughly 18 months, provided a purple patch, with the index broadly doubling in value. On occasions daily turnover in Milan rose close to $1.5bn. But the collapse of the Berlusconi coalition government took its toll.



A period of dogged underperformance followed which this year's EMU convergence rally and slide for bond yields – at 7 per cent 10-year bond returns are virtually half their 1995 peak – has only partly offset.

But the final and most telling straw has been the lira's weakness in recent years. Against the dollar, it has slithered from slightly more than 1,000 in 1992 to about 1,700 today.

As the leading tiger economy, Thailand stormed ahead in stock market terms in the first half of the FT/S&P decade. With gross domestic product growing more than 10 per cent a year on average, helped by a rapid build up of foreign (mostly Japanese) manufacturing, the local indices just about quadrupled up to the end of 1993.

It was a rampant performance and one that no foreign fund manager worth his salt could afford to ignore. The opportunities for profitable share selection were legion. Siam Cement, for example, rocketed from an effective Bt15 to Bt1,800.

Thailand was the "Tiger's Tiger" and riding for a fall. Reality reasserted itself in the shape of a property collapse and swingeing losses on bad debts for the bank and finance sectors. The Thai property development index went from 100 to 2,250 between 1989 and 1994. It now stands at about 350.

The run on business sentiment since last November's inconclusive election has few recent parallels. There have been persistent worries about a devaluation of the baht. The trade account remains deeply troubled, partly as a result of the high yen cost of importing components for large sections of Thailand's newly installed light industry.

"Business sentiment has fallen off a cliff," says Mr Rory Leader of AsiaEquity. He sees a continuing round of financial sector mergers and bankruptcies, says there is lots more bad news to come.

Yet, as an old Asia hand, Mr Leader is far from demoralised. He claims to see light at the end of the tunnel. "The key lies with the government. It is pushing through spending cuts and financial reform is known to be in the wings".

The Financial Times plans to publish a Survey on

Portugal Banking & Finance

on Wednesday, April 16

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Roberto Alves in Lisbon on
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FT Surveys

■ **Sectors** – By William Cochrane

US dominates outperformance rankings

The relative outperformance of US companies and US stocks, with very strong earnings growth enhanced by the expansion of price-earnings multiples, has had a phenomenal effect on global sector performance over the past decade.

The top five companies in business services and computer software, which was the best-performing sector with a gain of 447 per cent in dollar terms over the period, are all US-based and account for 60 per cent of the sector's market weight. Microsoft alone takes 37 per cent.

This sector's performance gives credence to the theory that the leading edge of technology can offer high rewards. So what, the layman might ask, are beverages and tobacco manufacturers doing in second position? Here, four US companies are in the top five by weight, including Coca-Cola, with 24.7 per cent, and Philip Morris, with 18.4 per cent.

Mr Jeffrey Weingarten, global strategist at Goldman Sachs in London, was the broker's representative at the original setting-up meetings for the world indices. He has also specialised in beverages and tobacco.

"Coca-Cola," says Mr Weingarten, "is arguably one of the best consumer products companies in the world." It saw its potential market double when the consumer markets of India, Russia and China were opened up; in addition, the management did something to improve its returns on that volume, and it has been rewarded by enormous growth in earnings, and in its own market value.

With Philip Morris, whose main business is still tobacco, the accent was less on volume growth and more on profit margins. Increases in profitability have greatly exceeded increases in volume growth, and the persistence of that earnings growth brought the long-term share price gain.

Tobacco damage suits, says Mr Weingarten, have done nothing substantially to alter the volume of growth, although they may have affected the share price valuation now and again.

The US influence is a little less marked in the health and personal care sector, where Novartis and Glaxo Wellcome join Merck, Johnson & Johnson and Bristol Myers, but it accounts for all of the top five in aerospace and defence, with an aggregate weighting among those five of 68 per cent.

Among the laggards, the corporate content is more mixed. The wholesale division, which takes in the big Japanese trading houses, is the second worst performer with a 43.8 per cent 10 year gain, but a loss of 38 per cent relative to the world index.

Japanese companies, in general terms, have experienced a sharp decline in earnings during the 1990s, and a similarly sharp shrinkage in their p/e multiples. The country index fell 41 per cent between January 1, 1990 and the start of this month.

As it happens, there are four US leaders among the top five financial institutional and service companies, which show a relative 10-year fall of 36 per cent.

Mr Weingarten says this reflects earlier problems in the financial sector. He adds that, after substantial restructuring, many of the companies concerned have done much better recently.

■ **Use of indices** – By Norma Cohen

How the global yardsticks measure up

Fund managers, it is said, live and die by indices.

One group – passive managers – contains those whose product is a portfolio of securities whose performance is designed to mimic that of a specific index. This business has grown substantially in the past 10 years because so few active managers can outperform.

Then there are the active managers, whose job is to beat some pre-determined index and earn performance-related fees for above-average returns.

For these, the selection of the underlying index is a crucial concern. If two indices are constructed differently, they will have different annualised rates of return. With fees based on outperforming a set benchmark, choosing the wrong index could cost money.

A casual look at the components of the two leading world indices shows how they can produce different results, even when the same period is being measured.

The FT/S&P strips out the bottom 5 per cent of each underlying market being measured, then covers 85 per cent of the remainder. Its components cover 2,400 stocks in 28 different markets.

The Morgan Stanley Capital International Index covers only 60 per cent of the underlying market but does so in 47 markets and 2,600 stocks. Missing from the FT/S&P index, for instance, are measurements of markets in Argentina, Pakistan, Israel and Greece.

MSCI says it screens its components to take account of cross-ownerships, a particular feature of markets in places such as Japan and Italy, but it and FT/S&P have broadly similar criteria for the percentage of "free float" – shares available for purchase in public markets, required for inclusion. The MSCI, however, includes a company's unlisted shares, a feature that could allow the inclusion of shares which investors cannot buy.

Thus, with two different indices designed to measure the same thing, how do investors and measurers decide which to use? The answer, investment professionals say, is probably more a function of brand name than any other factor.

At Barclays Global Investors, the world's largest provider of indexed fund management, both the MSCI World Index and the FT/S&P World Index are prominently used. "We tend to be client-driven," says Mr Philip Nash, principal for business development. "Nine times out of 10 the client will specify the index to be followed." US-based Morgan Stanley predominates among US-based clients, to whom it is a household name. "In the UK, the FT series is more widely known."

Norwich Union, the UK insurer, has chosen the FT/S&P as the index to follow for its Norwich Global Tracking Personal Equity Plan, a product sold widely in the UK.

Mr Philip Butler, head of research at Combined Actuarial Performance Services (CAPS), the performance measurement agency, agrees that comfort with a particular brand name appears the most important factor in deciding which index to follow. "The FTSE became the recognised standard in the UK," he says. Thus it was the FT/S&P (ex-UK) that became the benchmark preferred by pension fund trustees seeking to monitor the performance of their international share portfolios.

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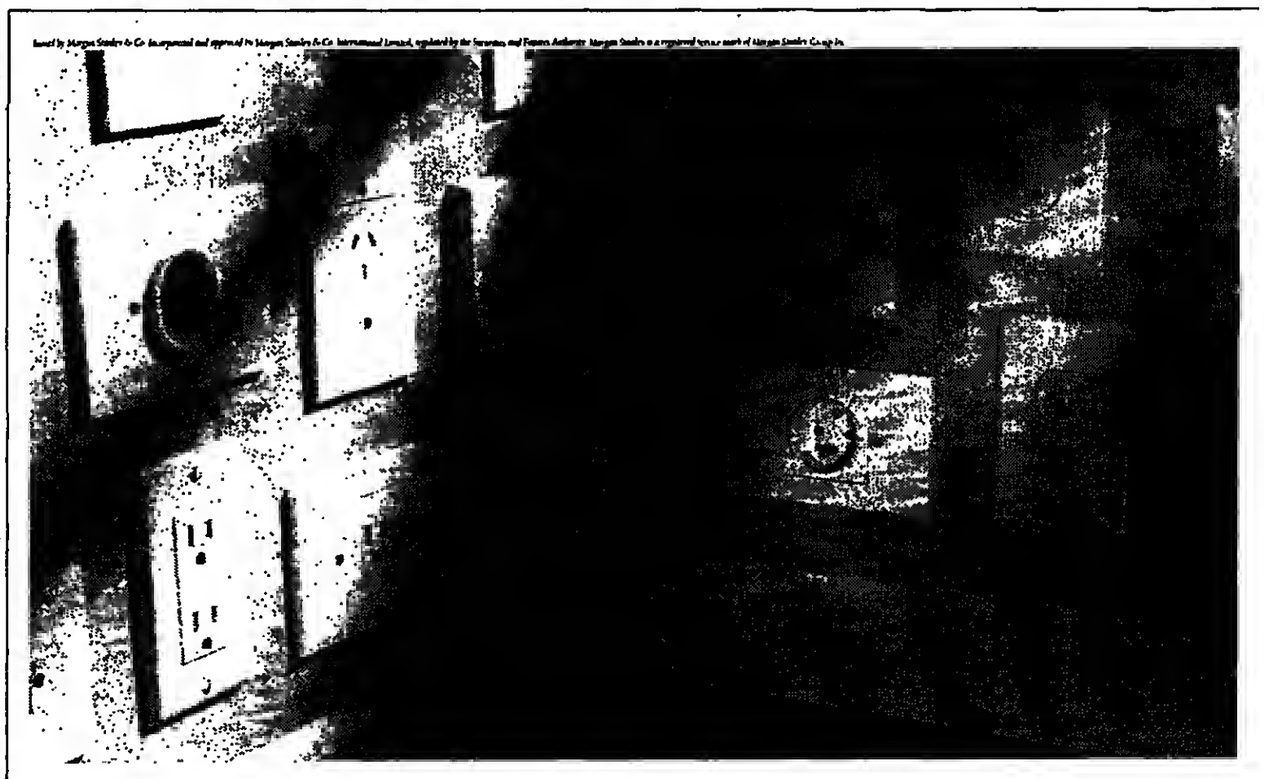

If you're traveling the world for investment opportunities, make sure you pack one set of indices that fits everywhere.

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That's because its time-tested methodology gives you superior, consistent data, across all markets. So you can make direct comparisons no matter how you look at the world. By country. By industry. By market sector. By emerging or developed markets. Or by company, according to fundamentals like value and growth.

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MARKETS: This Week

EMERGING MARKETS By Laura Tyson

No stumble by Taiwanese bull

Chinese tradition holds that this is the year of the bull, and Taiwan's stock market seems to have taken that very much to heart.

Share prices on the Taiwan Stock Exchange have charged ahead 19.5 per cent since last December 31 after a heady 34 per cent gain in 1996 and the stampede shows little sign of slowing.

"There's very little in the way of bad news out there so domestic liquidity can continue to work its magic," says Mr Boris Petersik of BZW Securities. "The market still has a lot of support."

There is growing worry that the market may be overheated and the government may take steps to cool off share prices if they continue to escalate. Taiwan's central bank has expressed concern over the index's dizzying rally but it does not appear prepared to rein in the bulls just yet.

The bank must tread a delicate line between tempering overheated share prices, and scuppering the economy's incipient recovery.

A year ago the situation looked quite different. China was lobbing missiles in Taiwan's direction in an effort to frighten voters into rejecting President Lee Teng-hui in the country's first democratic presidential polls. The economy was mired in a slump, capital was ebbing offshore and investors were sitting on the sidelines.

Now political concerns have virtually evaporated and the economy is showing signs of recovery. Output is up, consumer spending is rising, sentiment is high and there are even glimmers of hope that the property market may be coming out of its seven-year trough.

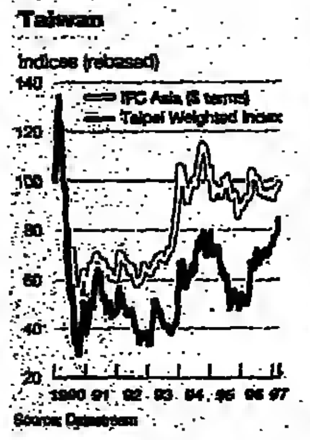
Taipei's weighted index has climbed 76 per cent since the gloomy days of mid-March 1996, to 8291.31 at Saturday's close, which was another six-year high. Trading volume has been frantic, regularly registering between T$100bn and T$150bn per day.

The last time Taiwan's volatile stock market reached such lofty heights was in 1990. An asset bubble built up in the late 1980s, fuelled by currency appreciation and frenzied speculation in property and share markets.

The aftermath was painful. The key index hit a high of 12,495.34 on February 10 1990; by October 1 that year, it was at 2,560.47.

The current rally has invited comparisons but in fact the situation now is radically different. In 1990 share prices bore no relation to fundamental realities. Now, although particular stocks and sectors are arguably overvalued, the market as a whole is probably not.

Taiwan



Source: Datastream

True, at US$332bn the Taiwan stock exchange's total market capitalisation is well above this year's estimated gross domestic product of US$286bn. But analysts point out that Taiwan has a sizeable unofficial economy and much offshore wealth.

Many companies, especially in the electronics sector, have good if not spectacular earnings prospects this year.

If a property market recovery does indeed materialise, construction-related shares should benefit. The booming stock market is soothing the bad-loan woes of banks.

After last year's poor economic performance – GDP growth fell below 6 per cent for the first time in many years – share prices are simply anticipating a recovery which may become fully evident only later this year.

Indeed, it may have been the intention of the authorities to allow share prices to rally in an attempt to kick-start the economy. If so, they have been successful: but it is too much of a good thing?

This presents the central bank with a dilemma. While it may wish to see share prices stabilise, that aim conflicts with the broader goals of monetary policy, including keeping inflation in check, lowering unemployment rates and maintaining the current account in balance.

The obvious remedy would be to tighten interest rates, drawing funds out of the stock market and back into bank deposits. But a rate rise at this stage would probably backfire, wiping out the private investment needed to create jobs and killing the fledgling economic recovery.

Money supply growth is low, loan growth remains weak and exports are not as robust as could be hoped. "There's a long way to go in this recovery," says Mr Duncan Wooldridge of ING Barings. "You have to ask, what is the cost of cooling the stock market? The danger is to tighten too early."

Barring the odd hiccough – such as the Dalai Lama's visit to Taiwan starting March 22 – all is expected to be smooth sailing on the political front at least through mid-year. Beijing is likely to be preoccupied with the return of Hong Kong during the months ahead, and presumably unwilling to sow fears in the territory by making trouble across the Taiwan strait.

There is uncertainty, however, in the longer term. Later this year, China's Communist party will hold its fifteenth congress, and may crank up the pressure on Taiwan, which it regards as a rebellious Chinese province which, eventually, must revert to Beijing's control.

ING BARING SECURITIES EMERGING MARKETS INDICES

Index	14/03/97	Week on week movement Actual	Week on week movement Percent	Month on month movement Actual	Month on month movement Percent	Year to date movement Actual	Year to date movement Percent
World (449)	178.43	-0.51	-0.29	-1.42	-0.80	+16.32	+10.19
Latin America							
Argentina (22)	116.80	+0.32	+0.27	-3.26	-2.72	+9.66	+9.02
Brazil (24)	334.56	+2.30	+0.69	+8.54	+2.62	+73.53	+28.17
Chile (16)	192.10	+0.49	+0.25	-0.98	-0.51	+29.65	+18.25
Colombia (13)	220.00	+0.44	+0.20	+12.82	+6.19	+46.31	+26.66
Mexico (27)	92.06	-0.67	-0.73	-2.20	-2.33	+10.39	+12.72
Peru (12)	1,187.99	-16.96	-1.41	+40.55	+3.53	+180.78	+17.95
Venezuela (6)	59.65	-1.78	-2.89	-4.19	-6.56	-2.53	-4.07
Latin America (119)	171.46	+0.19	+0.11	+0.55	+0.32	+27.96	+19.48
Europe							
Czech Rep.(14)	103.25	-3.26	-3.06	-11.23	-9.81	-1.03	-0.98
Greece (20)	147.13	-4.39	-2.90	+4.30	+3.013	+34.83	+31.01
Poland (25)	365.33	-18.51	-4.82	-49.95	-12.03	+21.58	+6.28
Portugal (18)	166.50	+1.05	+0.64	+1.34	+0.81	+20.32	+13.90
South Africa (30)	146.00	+1.38	+0.95	+0.48	+0.33	+16.12	+12.41
Turkey (27)	157.86	-0.03	-0.02	-16.91	-9.675	+32.81	+26.24
Europe (134	134.74	-0.08	-0.06	-2.24	-1.63	+16.40	+13.86
Asia							
China (27)	56.42	+0.77	+1.39	+2.49	+4.62	-0.06	-0.11
Indonesia (30)	166.27	-4.40	-2.74	-16.73	-9.15	-0.17	-0.11
Korea (23)	75.16	-4.32	-5.44	-13.31	-15.05	-6.06	-7.48
Malaysia (24)	276.31	-0.71	-0.26	-2.66	-0.95	-4.11	-1.47
Pakistan (13)	70.55	-0.20	-0.28	-4.86	-6.44	+12.09	+20.69
Phillippines (18)	317.66	-5.07	-1.57	-13.12	-3.96	+4.09	+1.30
Taiwan (31)	206.60	+0.81	+0.40	+12.28	+6.32	+21.16	+11.41
Thailand (29)	130.11	+1.30	+1.01	-0.89	-0.68	-25.06	-16.15
Asia (193)	219.06	-1.76	-0.80	-3.38	-1.52	+1.48	+0.68

All indices in $ terms, January 7th 1992=100. Source: ING Baring Securities.

INTERNATIONAL VENTURE CAPITAL [illegible]

Private funds shoulder Latin American risk

Lured by the promise of fantastic returns, venture capitalists are turning their sights on Latin America. More than $4bn has been raised to invest in medium-sized – but as yet unlisted – companies, according to some estimates.

Private equity funds hope to exploit a blind-spot in Latin America's banking establishment, which has tended to ignore the middle segment of the business community. These companies often need capital to grow, but cannot afford the rates at which banks are prepared to lend. They also need guidance to make the transition from family-run businesses to professionally-managed corporations.

"Private equity funds have become a crucial vehicle for channelling resources to medium-sized enterprises," says Mr Evan McCordick, a senior investment officer in the capital markets division of the International Finance Corporation (IFC), the World Bank's private-sector investment arm.

The IFC began dabbling in venture capital projects in the early 1980s. Since then, it has committed $570m to private equity funds in 35 emerging markets, including $133m in Latin America, Mr McCordick says.

US commercial banks, which traded large holdings of non-performing government debt for equity during Latin America's debt crisis, are also keen to expand this line of business.

Bank of America, with about $125m in private equity in Latin America, hopes to tripla its investments in the region, according to Mr Craig Dean, a director at Bank of America's Global Equity Investment Group.

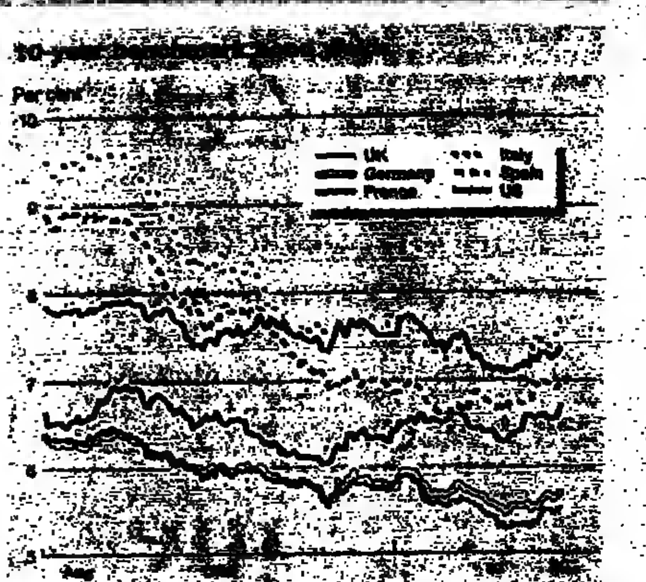
Some funds choose to specialise in their field of expertise. Such is the case at Xylem Investments, a Boston-based company with $235m dedicated to private forestry projects worldwide. Xylem made its first Latin American investment in Chile in 1995. Since then, it has expanded into Argentina and is now looking for opportunities in Brazil and Venezuela.

Other funds prefer to scout for opportunities in less orthodox fields. The Latin America Enterprise Fund, which has raised $253.7m to spend on venture capital projects, holds an eclectic collection of investments which include funeral parlours, drug stores, engineering and construction firms and some telecommunications ventures.

Mr Eduardo Elejaldo, a director of the Miami-based fund, looks for well-managed companies in growth areas that already have sales of between $50m and $200m a year. "We aim to hold minority, but significant, stakes for a period of three to five years, and we hope to achieve a rate of return on equity of between 30 to 35 per cent a year," he says.

Expectations for such high returns are typical in the business, but Mr McCordick of the IFC warns: "There is no private equity fund that is fully invested and fully liquidated which has provided 30 to 50 per cent annual returns. We just don't know how companies will perform."

Investors, however, tend to demand such high returns because of the risky nature of private equity ventures.



	USA	Japan	Germany	France	Italy	ECU
Discount	5.00	0.50	2.50	[illegible]	[illegible]	[illegible]
Overnight	n/a	n/a	3.00	[illegible]	[illegible]	n/a
Three month	[illegible]	[illegible]	3.17	[illegible]	[illegible]	[illegible]
One year	5.33	0.42	3.30	[illegible]	7.06	[illegible]
Five year	6.53	1.28	4.56	4.78	[illegible]	[illegible]
Ten year	6.70	2.26	5.77	5.61	7.70	7.34

[illegible] Source: [illegible]

"You are asking investors to sink their money in a long-term investment, in an emerging market, and in private equity, which is far less liquid than publicly-traded stock," Mr McCordick says. "Private equity funds entail a triple whammy on risk."

The many obstacles in the path of venture capitalists, however, are not standing in the way of a number of investment banks and specialised companies planning to launch Latin American private equity funds this year.

Communications Equity Associates (CEA), a New York-based investment and merchant bank which specialises in media and telecommunications companies worldwide, plans to raise $100m among US institutional investors for a dedicated Latin America media and telecommunications fund this year.

CEA is already involved in raising private equity finance for Extensa, a Mexican long-distance carrier which wants to operate on the US border. "We are aware of the risks entailed in funding start-up companies," says Mr Alexander Rossi of CEA. "But we will consider start-ups when they involve tried and tested technology in a new market such as Mexico."

In return for a long-term equity participation venture capitalists demand board representation and veto powers over strategic management decisions.

And because of the very high risks in the venture capital business, all private equity funds design an "exit strategy": venture capitalists will cash in on their investments once a company is ready to go public, or when the business looks attractive enough to be sold to a new investor.

The third risk is management. "You can save yourself a lot of grief by getting to know the company and its management before making an investment commitment," says Mr Steven Saltman of Xylem Investments.

NEW INTERNATIONAL BOND ISSUES

Borrower	Amount m.	Maturity	Coupon %	Price	Yield %	Launch spread bp	Book-runner
US DOLLARS							
[illegible]‡	77	Mar 2005	9.5§	99.78R	9.619	+325(6¼%-02)	Indosuez Capital
[illegible]	50	Jun 2002	6.25§	100.00	-	-	Deutsche Morgan G'fell
Kingdom of Belgium	500	Mar 2002	6.50	99.725R	6.556	+86(6⅝%Feb02)	Morgan Stanley/UBS
Toronto-Dominion Bank	200	Mar 2008	6.50	100.10R	6.482	+14(5⅞%Feb08)	Paribas Capital Markets
Ford Motor Credit Co	200	Apr 2000	6.375	99.686R	6.501	+18(5⅞%Feb00)	UBS
[illegible] Intl Finance‡	125	Apr 2000	(a)	99.863R	-	-	JP Morgan Securities
Banco [illegible]§	100	Mar 2005	8.125§	99.5645R	9.134	+270(6¼%-02)	Crédit Lyonnais
Korea Exchange Bank‡	100	Mar 1998	(g)	99.945	-	-	Chase Manhattan Intl
SSLT, 97-1, Class A1(p1)‡★	1.2bn	Oct 2005	(p2)	100.00R	-	-	Goldman Sachs
SSLT, 97-1, Class A2(p3)‡★	787.4	Oct 2010	(p4)	100.00R	-	-	Goldman Sachs
PMT, 1997-1, Class A(w1)‡	469	Mar 2002	(w2)	(w3)	-	-	CSFB
PMT, 1997-2, Class A(w4)‡	570.5	Mar 2004	(w5)	(w6)	-	-	CSFB
[illegible] Intl Finance§	100	Mar 2004	10.50§	98.4542	10.81	+400(5⅞%-04)	Bank of Boston
Sri Lanka(x)‡	50	Apr 2000	(x1)	100.00	-	-	Citibank/ING Barings
[illegible] Finance(F)‡	775	Mar 1999	(F1)	99.962	-	-	JP Morgan Securities
D-MARKS							
[illegible] Bank	300	Apr 2000	4.375	99.68R	4.499	+51(7%Jan00)	Bayerische Landesbank
DSL Finance	500	Apr 2004	5.25	99.63R	5.315	+56(6¼%Mar04)	WestLB
Russian Federation	2bn	Mar 2004	9.00	100.00R	9.000	+370(6¼%-04)	CSFB/Deutsche MG
WGZ-Bank Ireland‡	500	Apr 2002	(h)	100.06	-	-	Lehman Brothers
Dresdner Finance(y)	100	Apr 2001	zero	87.40	-	-	Dresdner KB
YEN							
Province of Ontario(i)‡★	10bn	Mar 2007	3.20	100.075	-	-	Daiwa Europe
STERLING							
Scottish Hydro-Electric(j)	150	Mar 2007	7.875	99.558R	7.941	+57(7½%-06)	Dresdner/SBC Warburg
Royal Bank of Scotland(k)‡	150	undated	(l1)	99.39R	-	-	BZW
Morgan Stanley Group(m)‡	200	Apr 2002	(l1)	99.87R	-	-	M Stanley/Dean Witter
Care Homes No 1, Class A1	60	Apr 2021	8.80§	99.42R	8.855	+80(8%-2021)	NatWest Capital Mkts
Care Homes No 1, Class A2	40	Apr 2021	8.50§	98.941R	8.805	+115(8%-21)	NatWest Capital Mkts
North Area Investments(y,s)	77.6	Oct 2026	8.12	100.00	8.370	+74(8%-2021)	Daiwa Europe/UBS
FRENCH FRANCS							
Morgan Stanley Group	1bn	Apr 2003	5.125	99.76R	5.173	+35(t)	Morgan Stanley
Republic of Portugal	3bn	Apr 2007	5.625	98.892R	5.774	+17(t)	BNP/CDC/Lehman
SWISS FRANCS							
JP Morgan & Co	200	Oct 2005	3.50	102.65	3.121	-	CSFB
Eksportfinans(s)★	100	Dec 2002	2.875	101.85	-	-	UBS
BGB Finance (Ireland)	150	Apr 2004	3.00	101.25	2.801	-	Bank von Ernst & Cie
Landesbank Rheinland-Pfalz	100	Dec 2002	2.00	97.85	-	-	UBS
Bayer Corp Pittsburg	200	Apr 2002	2.25	99.80	2.258	-	Deutsche Morgan G'fell
ITALIAN LIRE							
Bayerische Vereinsbank	200bn	Apr 2000	6.80	101.305	6.309	-	BNL
Perez Companc‡	300bn	Apr 2002	(t)	100.00R	-	-	Chase Manhattan Intl
Bayerische Hypo(u)	150bn	Apr 2002	7.40	99.60R	-	-	Bankers Trust/Cariplo
Crédit Local de France(t)	100bn	Mar 2007	7.125	97.805	7.443	-	Credito Italiano
Merrill Lynch & Co(z)‡	100bn	Mar 1999	(z2)	100.00R	-	-	Credito/Merrill Lynch
CANADIAN DOLLARS							
Toyota Credit Canada(s)	125	Dec 2002	5.75	98.20R	5.93	+30(7%Sep01)	CIBC WG/Paribas
AUSTRALIAN DOLLARS							
Rabo Australia	100	Apr 2002	7.50	101.60	7.108	-	CBA
Kingdom of Sweden	100	Apr 2007	7.875	99.98	7.878	-	Hambros Bank
European Investment Bank	100	Apr 2002	7.25	100.50	7.126	-	Hambros Bank
PESETAS							
European Inv'ment Bank(c)	10bn	Oct 2002	-	100.10	-	-	La Caixa
Eurofima‡	20bn	Apr 2007	(n)	100.00	-	-	BCH/Caja-Ahorro Corp
EBRD(o)	7.5bn	Apr 2081	-	-	-	-	Deutsche Morgan G'fell
EUROS							
Bqe Internationale à Lux(d)	150	Apr 2003	5.50	101.70	5.163	-	BIL
Compagnie Bancaire(d)	200	Apr 2004	5.875	99.97R	5.880	+28(6%Apr04)	Paribas Capital Markets
NEW ZEALAND DOLLARS							
LB Schleswig-Holstein	100	Apr 1999	7.75	100.775	7.319	-	Toronto Dominion Bank
DANISH KRONER							
Finance for Danish Industry	400	May 2004	6.00	101.835	5.675	-	Den Danske Bank
IRISH POUNDS							
Kredietbank Intl Finance	40	Apr 2008	(G)	101.725	6.62	-	Kredietbank Intl Group
RAND							
EBRD	5bn	Apr 2027	zero	2.20R	13.57	-	Toronto Dominion Bank
EBRD	2.5bn	Apr 2017	zero	6.86R	14.34	-	Toronto Dominion Bank
World Bank	150	Apr 2002	14.50	101.775	13.98	-	Hambros Bank
World Bank(B)	5bn	Apr 2022	zero	3.765R	14.02	-	JP Morgan Securities
World Bank(C)	200	Mar 1998	16.00	100.40R	15.41	-	ABN Amro Hoare Govett
World Bank(C)	1.5bn	Apr 2017	zero	7.40	13.90	-	Hambros Bank
PHILIPPINE PESOS							
International Finance Corp	2.6bn	Apr 2002	10.25§	100.00	10.25	-	Citicorp
World Bank	3bn	Apr 2002	10.25	101.414	9.878	-	Deutsche Morgan G'fell

Final terms, non-callable unless stated. Yield spread (over relevant government bond) at launch supplied by lead manager. §Convertible. ‡Floating-rate note. ♦With equity warrants. ★Unlisted. ¶Semi-annual coupon and yield. R: fixed re-offer price. a) Callable & puttable on 14/3/02 at par. b) Conversion price: £10.95. FX: 1.5988 $/£. Callable from Jan 99, subject to 140% hurdle, at par. Greenshoe: $7.5m. c) 4 tranches linked to basket of equity indices. d) Pays in Ecu prior to Emu. e) 3-mth Libor +20bp. f) Callable & puttable on 20/3/02 at par. g) 3-mth Libor +22½bp. h) Standard UK utility investor pot. i) Over interpolated yield. j) Callable from Mar 07 at par. l1) 3-mth Libor +80bp to Mar 07, then +150bp. k) 3-mth Libor +165bp. l) Long 1st coupon. m) Issuer can convert annually from 4/4/98 to FRN paying 3-mth Libor +10bp. n) 6-mth Libor +25bp, max 8.45%. o) Fungible with R400m. Plus 18 days accrued. p) SLM Student Loan Trust, 10% cleanup call. p1) Average life: 2.5 yrs. p2) 91-day T-bills +46bp. p3) Av life: 7 yrs. p4) 91-day T-bills +57bp. p5) Subordinated certs: $71.8m, 91-day T-bills +65bp, 8.9 yrs. q) Callable from Apr 99 at par. q1) 3-mth Libor +15bp. r) Quarterly coupons. Amortises from Apr 2012. Average life: 24.2 yrs. s) Short 1st coupon. t) Fungible with L300bn. Plus 29 days accrued. u) Fungible with L300bn. Plus 36 days accrued. u1) 3-mth Libor +5bp. w) Providian Master Trust. w1) Average life: 4.99 yrs. Legal maturity: May 06. w2) 1-mth Libor +9bp. w3) 97-1, Class B: $57m, 1-mth Libor +25bp. w4) Av life: 6.99 yrs. Legal maturity: May 08. w5) 1-mth Libor +11bp. w6) 97-2 Class B: $66.5m, 1-mth Libor +31bp. x) Puttable on 5/4/99 at par. x1) 3-mth Libor +130bp. y) Redemption: 100% in DM or 57% in US$, bondholders choice. z) 5 tranches linked to Ibex-35 equity index. A) 3-mth Libor +17¼bp. B) Includes increases of R5bn at 3.605R. C) R3.5bn launched 5/3/97 was increased to R5bn. D) Coupons in A$. E) 8% to 30/4/00, then 6%. F) Callable on 18/8/98 at par. F1) 3-mth Libor +8bp. F2) Also issued: SFr81m, 3-mth Libor +4bp, 99.95, Ecu10m, 3-mth Libor +8bp, par; R 15m, 3-mth Libor +6bp, 99.98. Note: Yields are calculated on ISMA basis.

European Investment Bank
PTE 30 Billion Floating Rate Bonds due March 2005 (issued on March 15, 1995)
PTE 30 Billion Floating Rate Bonds due March 2005 (issued on June 15, 1995)
Notice to the Holders
Notice is hereby given that the Bonds will carry an Interest Rate of 6.0875% per annum for the period March 15, 1997 to June 15, 1997.
• PTE 1,534 per PTE 100,000 nominal
• PTE 15,344 per PTE 1,000,000 nominal
• PTE 153,438 per PTE 10,000,000 nominal
• PTE 767,192 per PTE 50,000,000 nominal
Luxembourg, March 17, 1997

U.S. $150,000,000
Bank of Ireland
(Established in Ireland by Charter in 1783, and having limited liability)
Undated Floating Rate Primary Capital Notes
In accordance with the provisions of the Notes, notice is hereby given that for the three month Interest Period from March 17, 1997 to June 17, 1997 the Notes will carry an Interest Rate of 5.8125% per annum. The interest payable on the relevant interest payment date, June 17, 1997 will be U.S.$148.54 per U.S. $10,000 principal amount.
By: The Chase Manhattan Bank
London, Agent Bank
March 17, 1997
CHASE

Fiduciary Issue by Kredietbank S.A. Luxembourgeoise to fund a loan to be made by it to
ISVEIMER
Istituto per lo Sviluppo Economico dell'Italia Meridionale
Italian Lire 150,000,000,000 Floating Rate Notes due 1997
In accordance with the Terms and Conditions of the Notes, notice is hereby given that for the Interest Period from March 17, 1997 to June 16, 1997 the Notes will carry an Interest Rate of 7.92578% per annum.
The Interest Amount payable on the relevant Interest Payment Date, June 16, 1997 will be ITL 100,173 per ITL 5,000,000 principal amount of Note and ITL 2,003,461 per ITL 100,000,000 principal amount of Note.
The Agent Bank
Kredietbank S.A. Luxembourgeoise

U.S. $400,000,000
Santander Financial Issuances Limited
(Incorporated in the Cayman Islands with limited liability)
Subordinated Undated Variable Rate Notes
with payment of interest subject to the profits of and secured by a subordinated deposit with
Banco Santander, S.A.
(Incorporated in Spain with limited liability)
Notice is hereby given, that for the Interest Period from March 17, 1997 to June 16, 1997 the Notes will carry an Interest Rate of 6.525% per annum. The amount of interest payable on June 16, 1997 will be U.S. $4,123.44 per U.S. $250,000 principal amount of Notes.
By: The Chase Manhattan Bank
London, Agent Bank
March 17, 1997
CHASE

Ambroveneto International Bank Ltd
US$ 150,000,000 Floating Rate Notes due 2004
In accordance with the Terms and Conditions of the Notes, notice is hereby given that for the Interest Period from March 17, 1997 to June 17, 1997 the Notes will carry an Interest Rate of 6.1875% per annum.
The Coupon Amount payable on the relevant Interest Payment Date, June 17, 1997 will be US$ 15.81 per US$ 1,000 principal amount of Note, US$ 158.13 per US$ 10,000 principal amount of Note and US$ 1,581.25 per US$ 100,000 principal amount of Note.
The Agent Bank
Kredietbank Luxembourg

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European Investment Bank
ITL 1,000,000,000,000
Floating rate notes due March 1998
The notes will bear interest at 7.12578% per annum from 17 March 1997 to 16 June 1997. Interest payable on 16 June 1997 will amount to ITL90,062 per ITL5,000,000 note and ITL900,620 per ITL 50,000,000 note.
Agent: Morgan Guaranty Trust Company
JPMorgan

City of Stockholm
US$325,000,000
Floating rate notes 1999
Notice is hereby given that the notes will bear interest at 5.5% per annum from 17 March 1997 to 17 June 1997. Interest payable on 17 June 1997 will amount to US$14.06 per US$1,000 note, US$140.56 per US$10,000 note and US$1,405.56 per US$100,000 note.
Agent: Morgan Guaranty Trust Company
JPMorgan

European Investment Bank
ITL 1,000,000,000,000
Floating rate notes due December 1998
The notes will bear interest at 7.12578% per annum from 17 March 1997 to 16 June 1997. Interest payable on 16 June 1997 will amount to ITL90,062 per ITL5,000,000 note and ITL900,620 per ITL50,000,000 note.
Agent: Morgan Guaranty Trust Company
JPMorgan

ROYAL BANK OF CANADA
Dividend No. 439
NOTICE IS HEREBY GIVEN THAT a dividend of 37 cents per share upon the paid-up Common Shares of this Bank has been declared payable for the current quarter at the Bank and its branches on and after May 23, 1997 to shareholders of record at close of business on April 24, 1997.
By Order of the Board
Jane E. Lawson
Senior Vice-President & Secretary
Montreal, March 5, 1997

European Investment Bank
Italian Lira 350 Billion Floating Rate Notes due December 1999
Notice to the Holders
Notice is hereby given that the Notes will carry an interest rate of 7.17578% per annum for the period 17.03.1997 to 16.06.1997.
• ITL 90,694 per ITL 5,000,000 nominal
• ITL 906,939 per ITL 50,000,000 nominal
Luxembourg, March 17, 1997

U.S. $200,000,000
Midland International Financial Services B.V.
(Incorporated with limited liability in The Netherlands)
Guaranteed Floating Rate Notes due 1999
Guaranteed on a subordinated basis as to payment of principal and interest by
Midland Bank plc
Notice is hereby given that for the six months Interest Period from March 17, 1997 to September 17, 1997 (184 days) the Note Rate has been determined at 5.8125% per annum. The interest payable on the relevant interest payment date, September 17, 1997 will be U.S. $297.08 per U.S. $10,000 nominal amount.
By: The Chase Manhattan Bank
London, Agent Bank
March 17, 1997
CHASE

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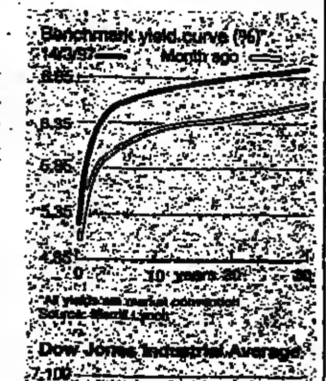
MARKETS: This Week

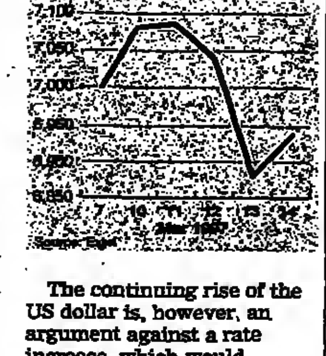
NEW YORK By Tracy Corrigan

The US bond market is likely to remain on red alert this week, as the March 25 FOMC meeting, could be the occasion for a rise in interest rates.

Among this week's economic data, which will again be scrutinised for clues on which way Federal Reserve officials will decide to jump, February housing starts, due on Tuesday, are expected to rise to 1.43m, from 1.35m the previous month, according to *MMS International*. Analysts at CIBC Wood Gundy argue such a jump is "much too strong to be consistent with the maintenance of a non-inflationary environment". However, the consumer price index for February "will likely show a further deceleration in both the overall and the core CPI", they add. CPI is expected to be np 0.2 per cent.

Economists et Salomon Brothers expect the Fed to raise interest rates a quarter of a point at next week'e meeting. "Following February's outsized gains in employment, [last] week'e reports of dramatic growth in retail sales and a further decline in jobless claims have strengthened the case for a Fed tightening," according to Mr Robert DiClementi of Salomon.





The continuing rise of the US dollar is, however, an argument against a rate increase, which would provide further support for the climb of the currency, already beginning to hurt US competitiveness, according to some analysts.

In the stock market, meanwhile, the revamping of the Dow Jones Industrial Average of 30 stocks to better reflect the evolving *US economy failed* to provide the market with any fresh impetus.

LONDON By Philip Coggan

The UK stock market seems to have a lot of momentum behind it.

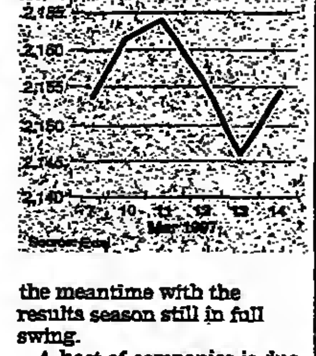
Last Thursday's 160 point fall in the Dow Jones Industrial Average checked the progress of the FTSE 100 index but did not halt it altogether. Footsie rebounded from an initial 46 point loss to a 26 point gain on Friday.

The flow of personal equity plan money into the market as the end of the tax year approaches, and the strength of institutional cashflow, have given shares plenty of support. Gilts have also been fairly helpful, with the yield ratio still in reasonable *territory*, at about 2.1.

The imminence of the general election seems not to have disturbed either market although the announcement of the poll date, which could come as soon as today, might burn the issue into investors' minds.

The economic news of the week, notably retail sales, retail prices, unemployment and average earnings, will give a snapshot of the position of the UK economy, but interest rates are obviously on hold until after the likely election date of *May 1*.

But traders will have plenty to keep them busy in



the meantime with the results season still in full swing.

A host of companies is due to report this week, including Pearson (which owns the Financial Times), Argos (dropped from the FTSE 100 index last week), Kingfisher, Vickers and Wolseley.

Once again, analysts will be looking for evidence of the effect of sterling's strength, one of the main sources of corporate concern in the results season to date.

FRANKFURT By Sarah Althaus

Weakness in chemicals, after the publication of disappointing results for last year, and fluctuations on Wall Street provided for a highly volatile week on the Frankfurt stock market.

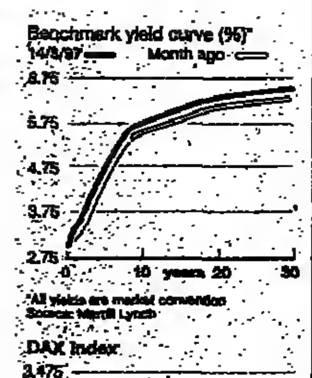
Analysts were particularly unimpressed by news from Hoechst, the leading chemical company, that it was no longer planning a separate listing for its HMR pharmaceuticals unit, a move which had been seen as an important part of the German group's revamp.

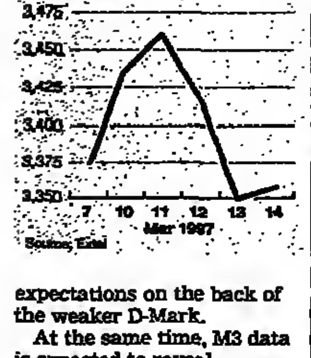
Opinions are divided on whether the market is now heading for a long-awaited correction after its record *streak* in recent weeks, *or* whether the DAX blue chip index, which managed to scrape back above 3,400 by the end of the week, is set for further gains in the medium term.

Vereinsbank Research in Munich forecasts that, even in the case of a near-term correction, the DAX should reach 3,700 over the next six months.

Several important statistics are due this week, notably February's money supply and the business sentiment index of the Ifo economic research institute.

Economists expect the Ifo index to show a further increase, fuelled by improved export





expectations on the back of the weaker D-Mark.

At the same time, M3 data is expected to reveal continued strong growth, quashing any remaining speculation about a cut in official interest rates at the Bundesbank's council meeting on Thursday.

J.P.Morgan expects M3 to have grown at an annualised rate of 11.0 per cent last month, compared with 11.7 per cent in January, well above the central bank'e target range.

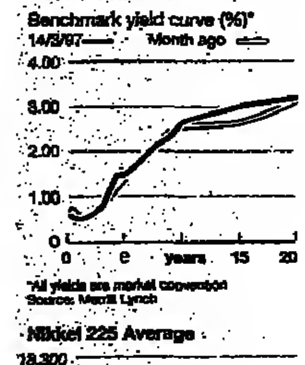
TOKYO By Bethan Hutton

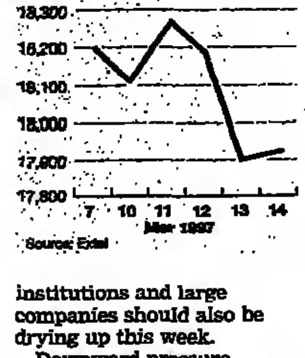
The Tokyo stock market went through a bad patch last week, but analysts say this week could be better. The Nikkei 225 average lost 275.1 points over the course of the week, after zigzagging in a fairly narrow range.

Scandals affecting two big names – Nomura Securities and Ajinomoto, the food producer – depressed the market, with other companies rumoured to be under investigation for similar links with *sokaiya*, the corporate racketeers who make a living by threatening to disrupt shareholder meetings. But by Friday the sectors and companies involved *had started* to bounce back.

Mr Jason James, strategist at HSBC James Capel in Tokyo, expects the mood this week to be a little more cheerful as some of the other negative seasonal influences on the market should be lifting.

The approaching end of the financial year had brought e rash of selling by Tokkin – special investment funds – which have been divesting the shipping and construction company stocks they bought in the late 1980s. Those sales should now have been completed, and the usual end-of-year profit-booking sales and cross-trades by financial





institutions and large companies should also be drying up this week.

Downward pressure should ease without those two factors, though another consequence may also be lower market volume.

As expected, fourth quarter GDP figures gave a rosy picture of the economy last week, but were ignored hy the bond market, which continued to rise. Yields on the key Japanese government bond set new record lows during the week.

COMMODITIES By Susanna Voyle

LME votes on board revamp

The London Metal Exchange will today hold an extraordinary general meeting to vote on changes to the structure of the board in the wake of the Sumitomo copper-trading scandal.

The reform of the LME comes after the Securities and Investments Board, the City of London's chief financial watchdog, called for substantial changes in its operations.

The SIB suggested that the exchange's board be reorganised so conflicts of interest are clearly avoided and the LME is run in the interests of a full range of users and members. It said most of the powers were held by too small a group of members – "ring-dealers".

Today'e changes, if passed, would swing the majority away from the ring dealing members.

Any changes to the LME's governance structure have to be agreed by all exchange members.

The LME invited the SIB to review its operations after Sumitomo Corporation, the Japanese trading house, claimed in June that its senior copper trader, Mr Yasuo Hamanaka, had lost \$2.6bn in unauthorised dealings.

The LME dominates world metals trading with 95 per cent of the world's copper futures and 100 per cent in most other metals.

In its report in December, the SIB also called for the LME executive to he given more anthority, staff and resources.

The watchdog also wanted the exchange to provide more information abont warehouse stocks, options trading and prices reached between members dealing outside the formal trading area.

Today's meeting deals solely with board changes and does not address any of the SIB's other areas of concern.

However, Mr David King, LME chief executive, has said that more information abont warehouse stocks could be provided as soon as next April, and possihly daily rather than the current twice a week.

OTHER MARKETS Compiled by Jeffrey Brown

European bourses rallied on Friday after a week of volatile trading. Wednesday, when US inflation for February emerges, was seen as the next critical diary date for US interest rate watchers.

PARIS

Consolidation was the least uncomfortahle word that French brokers could come up with after a week in which the leading CAC-40 index had punched through 2,700 to a new all-time high on Monday only to tumble back below 2,600 three days later.

Dealers pointed to the low level of volume and the absence of heavy selling. "Wall Street cannot he ignored but we feel that the market has already priced in a 25 basis points rise for US rates," said one broker. There was a solid recovery on Friday.

Wall Street trends remain the dominant influence, hut with seven CAC-40 constituent companies dne to report results over the next few days there should plenty of domestic diversions.

Danone sets the hall rolling today and the week progresses with Alcatel Alsthom, Canal Plus and Michelin tomorrow and Pernod Ricard on Wednesday. Renault and LVMH report on Thursday.

Renault's recent volatile share price performance reflects all manner of uncertainty. According to some brokers, the group's losses for 1996 could well approach FFr6bn.

The betting among some motor analysts is that the management will attempt to cushion the bad results with more information on the restructuring front.

In contrast, tyre group Michelin is widely expected to turn in bumper numbers. Some broker forecasts for net profits range up to FFr3.7bn (growth of 30 per cent) owing to reduced tyre capacity worldwide and a commensurate improvement in operating margins.

AMSTERDAM

The Dutch bourse also faces a busy week for corporate statements. Aegon and VNU are the big ones, and both are expected to turn in steady earnings progress. And there looks to be plenty of news support from second liners.

Most analysts have pencilled in a steep decline in earnings from storage specialist Pakhoed which reports on Tuesday. Shipping leader Nedlloyd, which comes two days later, has been e firm market lately because of the possibility of a strong trading statement plus positive news about the group's links with P&O of the UK.

HONG KONG

The bearish note that descended on Hong Kong at the end of last week, after the shakeout on Wall Street, is expected to continne with a number of brokerages trimming their weightings.

Goldman Sachs, which has a neutral weighting on Hong Kong, sees the market consolidating in the face of limited new developments. The US investment bank, which pinpoints 12,500 on the Hang Seng index as an attractive entry level, says that lack of demand and an anticipated unexciting corporate reporting season – with results coming in close to expectations – allied to the potential threat of a rise in interest rates, will keep the lid on share prices.

The henchmark Hang Seng index ended down 1.4 per cent at 12,736.53 on Friday. Any rise in interest rates in the US would be imported to Hong Kong via the currency peg, which has spooked investors and hurt prices in the interest-rate sensitive sector of property. At the same time, last week's residential transaction data fuelled fears that the government will he forced to impose anti-speculation measures.

Snpport for the index is seen at 12,600, while resistance is next expected to kick in at 13,000.

CURRENCIES By Simon Kuper

Pause in dollar surge leaves traders uncertain

The foreign exchange market seems to have lost its way in recent days, with the dollar surge of the last few months stalling. For months traders have bought dollars and sterling and sold yen and D-Marks. But in recent days that run has ended, as the Japanese and German economies have begun showing signs of life.

So traders are looking for events to point them in a new direction. The key scheduled event is the Federal Open Market committee meeting beginning on March 25. Economists are unsure whether the Fed will raise rates: the US economy is on e roll, hut price pressures appear suhdued. US consumer price inflation figures due on Wednesday are forecast fairly tame.

The market may get a clue to the FOMC's intentions from Mr Alan Greenspan, Fed. He testifies to the House Banking committee on capital markets on Wednesday, and to the Joint Economic Committee on Fed policy on Thursday.

US trade figures for January may also move the market. Washington has recently become exercised about its growing trade deficit with Japan, which has been prompted by the dollar's surge against the yen. If the trade data on Thursday show another sharp rise in the deficit, that could hit the dollar. Mr Carl Weinberg, chief economist at High Freqnency Economics in New York, notes that the deficit has risen every January for the last seven years.

The key German data will be the Ifo index of business confidence for western Germany and the M3 money supply figures, both for February. The Bundeshank council meets on Thursday, hut few economists expect an interest rate rise.

Today European Union finance ministers meet in Brussels.

Mr John Major, the UK prime minister, is likely to announce the date of the general election today, and is widely expected to choose May 1.

CROSS BORDER M&A DEALS

BIDDER/INVESTOR	TARGET	SECTOR	VALUE	COMMENT
Vision Networks (N'lands)	Telecential Communications (UK)	Cable TV	\$285m	Buying out Canada's Telus
Banco Santander (Spain)	Banco Geral do Comercio (Brazil)	Banking	\$220m	Investment approved
Energy Group (UK)	*Citizens Lehman Power (US)*	*Power*	*\$120m*	*First acquisition*
Libbey (US)	Vitrocrisa (Mexico)	Glassware	\$100m	Vitro debt reduction move
Magna International (Canada)	Georg Naher (Germany)	Auto components	\$30m	European expansion
HSBC HOldings (UK)	Banco del Sur (Peru)	Banking	\$16m	Taking 10% stake
Lambert Fenchurch (UK)/ Reliance (US)/MTS (US)	New Century (JV)	Insurance Services	\$9.5m	Dallas dealings
Kalamazoo Computer (UK)	CFS International (US)	Computer services	\$5.7m	Cash deal

FT GUIDE TO WORLD CURRENCIES

The table below gives the latest available rates of exchange (rounded) against four key currencies on Friday, March 14, 1997 . In some cases the rate is nominal. Market rates are the average of buying and selling rates except where they are shown to be otherwise. In some cases market rates have been calculated from those of foreign currencies to which they are tied.

		£ STG	US $	D-MARK	YEN (X 100)
Afghanistan	(Afghani)	7604.27	4750.00	2785.27	3849.74
Albania	(Lek)	224.126	140.000	82.3869	113.466
Algeria	(Dinar)	91.7570	57.3159	33.7291	46.4529
Andorra	(French Fr)	9.1785	5.7334	3.3740	4.6467
	(Sp Peseta)	231.226	144.435	84.9993	117.060
Angola	(Readj Kwanza)(1)	338969.3	210600.0	123874.5	170604.2
Antigua	(E Carib $)	4.3224	2.7000	1.5889	2.1883
Argentina	(Peso)	1.6001	0.9995	0.5882	0.8101
Armenia	(Dram)	750.8540	469.020	276.006	380.127
Aruba	(Florin)	2.8656	1.7900	1.0534	1.4508
Australia	(Aus $)	2.0073	1.2538	0.7379	1.0162
Austria	(Schilling)	19.1465	11.9598	7.0385	9.6931
Azerbaijan	(Manat)	6522.06o	4074.00	2397.46	3301.86
Azores	(Port Escudo)	273.594	170.800	100.574	138.510
Bahamas	(Bahama $)	1.6009	1	0.5885	0.8105
Bahrain	(Dinar)	0.6036	0.3770	0.2219	0.3055
Balearic Is	(Sp Peseta)	231.226	144.435	84.9993	117.060
Bangladesh	(Taka)	68.4385	42.7500	25.1582	34.6476
Barbados	(Barb $)	3.2199	2.0113	1.1836	1.6301
Belarus	(Rouble)	49675.9o	31030.0	18260.5	25148.9
Belgium	(Belg Fr)	56.1156	35.0525	20.6282	28.4090
Belize	(B $)	3.2018	2.0000	1.1770	1.6210
Benin	(CFA Fr)	917.850	573.340	337.405	464.672
Bermuda	(Bermudian $)	1.6009	1	0.5885	0.8105
Bhutan	(Ngultrum)	57.4083	35.8600	21.1034	29.0635
Bolivia	(Boliviano)	8.3727	5.2300	3.0778	4.2386
Botswana	(Pula)	5.6674	3.5398	2.0832	2.8689
Brazil	(Real)	1.6889	1.0550	0.6208	0.8550
Brunei	(Brunei $)	2.2962	1.4343	0.8441	1.1625
Bulgaria	(Lev)	2529.42	1580.00	929.795	1280.54
Burkina Faso	(CFA Fr)	917.850	573.340	337.405	464.672
Burma	(Kyat)	10.0532	6.2797	3.6955	5.0895
Burundi	(Burundi Fr)	406.384	253.847	149.383	205.735
Cambodia	(Riel)	3682.07	2300.00	1353.50	1864.08
Cameroon	(CFA Fr)	917.850	573.340	337.405	464.672
Canada	(Canadian $)	2.1833	1.3638	0.8026	1.1053
Canary Is	(Sp Peseta)	231.226	144.435	84.9993	117.060
Cp. Verde	(CV Escudo)	132.827	82.9700	48.8260	67.2448
Cayman Is	(CI $)	1.3259	0.8282	0.4874	0.6712
Cent. Afr. Rep	(CFA Fr)	917.850	573.340	337.405	464.672
Chad	(CFA Fr)	917.850	573.340	337.405	464.672
Chile	(Chilean Peso)	661.572	413.250	243.196	334.927
China	(Yuan)	13.2803	8.2955	4.8819	6.7233
Colombia	(Col Peso)	1699.28	1061.45	624.658	860.275
Comoros	(Fr)	690.364	431.235	253.772	349.504
Congo	(CFA Fr)	917.850	573.340	337.405	464.672
Costa Rica	(Colon)	359.730	224.705	132.234	182.117
Côte d'Ivoire	(CFA Fr)	917.850	573.340	337.405	464.672
Croatia	(Kuna)	9.6639	6.0366	3.5542	4.8949
Cuba	(Cuban Peso)(4)	30.4171	19.0000	11.1811	15.3990
Cyprus	(Cyprus £)	0.8139	0.5084	0.2992	0.4121
Czech Rep.	(Koruna)	46.4565	29.0190	17.0775	23.5191
Denmark	(Danish Krone)	10.3828	6.4856	3.8167	5.2564
Djibouti Rep	(Djib Fr)	259.346	162.000	95.3334	131.296
Dominica	(E Carib $)	4.3224	2.7000	1.5889	2.1883
Dominican Rep	(D Peso)	22.5567	14.0900	8.2917	11.4195
Ecuador	(Sucre)	5918.50o	3697.00	2175.60	2996.31
	(Sucre)	5947.34m	3715.00	2186.19	3010.90
Egypt	(Egyptian £)	5.4322	3.3932	1.9968	2.7501
El Salvador	(Colon)	14.0156	8.7550	5.1521	7.0957
Equat'l Guinea	(CFA Fr)	917.850	573.340	337.405	464.672
Estonia	(Kroon)	21.7638	13.5947	8.0002	11.0181
Ethiopia	(Ethiopian Birr)	10.0985	6.3080	3.7121	5.1125
Falkland Is	(Falk £)	1	0.6246	0.3676	0.5063
Faroe Is	(Danish Krone)	10.3828	6.4856	3.8167	5.2564
Fiji Is	(Fiji $)	2.2381	1.3986	0.8231	1.1336
Finland	(Markka)	8.1253	5.0755	2.9869	4.1136
France	(Fr)	9.1785	5.7334	3.3740	4.6467
Fr. Cty/Africa	(CFA Fr)	917.850	573.340	337.405	464.672
Fr. Guiana	(Local Fr)	9.1785	5.7334	3.3740	4.6467
Fr. Pacific Is	(CFP Fr)	167.361	104.542	61.5205	84.7282
Gabon	(CFA Fr)	917.850	573.340	337.405	464.672
Gambia	(Dalasi)	15.9496	9.9630	5.8630	8.0747
Germany	(D-Mark)	2.7203	1.6993	1	1.3772
Ghana	(Cedi)	2961.66	1850.00	1088.68	1499.37
Gibraltar	(Gib £)	1	0.6246	0.3676	0.5063

		£ STG	US $	D-MARK	YEN (X 100)
Greece	(Drachma)	427.817	267.236	157.268	216.586
Greenland	(Danish Krone)	10.3828	6.4856	3.8167	5.2564
Grenada	(E Carib $)	4.3224	2.7000	1.5889	2.1883
Guadeloupe	(Local Fr)	9.1785	5.7334	3.3740	4.6467
Guam	(US $)	1.6009	1	0.5885	0.8105
Guatemala	(Quetzal)	9.6573	6.0324	3.5499	4.8891
Guinea	(Fr)	1714.16	1070.75	630.112	867.812
Guinea-Bissau	(Peso)	54789.2	34224.0	20140.1	27737.8
Guyana	(Guyanese $)	224.606	140.300	82.5634	113.709
Haiti	(Gourde)	25.7932	16.1117	9.4814	13.0581
Honduras	(Lempira)	20.4275	12.7600	7.5090	10.3416
Hong Kong	(HK $)	12.3986	7.7455	4.5582	6.2775
Hungary	(Forint)	283.343	176.990	104.158	143.445
Iceland	(Icelandic Krona)	114.418	71.4700	42.0585	57.9244
India	(Indian Rupee)	57.4083	35.8600	21.1034	29.0635
Indonesia	(Rupiah)	3845.36	2402.00	1413.56	1946.75
Iran	(Rial)	4802.70u	3000.00	1765.43	2431.41
Iraq	(Iraqi Dinar)	0.4977o	0.3109	0.1830	0.2520
Iraq	(Iraqi Dinar)	1921.08m	1200.00	706.173	972.586
Irish Rep	(Punt)	1.0241	0.6397	0.3764	0.5184
Israel	(Shekel)	5.3918	3.3680	1.9820	2.7298
Italy	(Lira)	2710.40	1693.05	996.351	1372.17
Jamaica	(Jamaican $)	54.5105	34.0500	20.0377	27.5966
Japan	(Yen)	197.527	123.386	72.6114	100
Jordan	(Jordanian Dinar)	1.1351	0.7090	0.4172	0.5746
Kazakhstan	(Tenge)	120.564	75.3100	44.3188	61.0369
Kenya	(Kenya Shilling)	87.9454	54.9350	32.3280	44.5232
Kiribati	(Australian $)	2.0073	1.2538	0.7379	1.0162
Korea North	(Won)	3.4419	2.1500	1.2652	1.7425
Korea South	(Won)	1407.88	879.500	517.581	712.810
Kuwait	(Kuwaiti Dinar)	0.4868	0.3040	0.1789	0.2463
Laos	(New Kip)	1472.83	920.000	541.399	745.634
Latvia	(Lat)	0.9305	0.5813	0.3421	0.4711
Lebanon	(Lebanese £)	2476.19	1546.75	910.255	1253.60
Lesotho	(Maluti)	7.1136	4.4435	2.6150	3.6013
Liberia	(Liberian $)	1.6009	1	0.5885	0.8105
Libya	(Libyan Dinar)	0.5691	0.3555	0.2092	0.2881
Liechtenstein	(Swiss Fr)	2.3397	1.4615	0.8601	1.1845
Lithuania	(Litas)	6.4040	4.0003	2.3541	3.2421
Luxembourg	(Lux Fr)	56.1156	35.0525	20.6282	28.4090
Macao	(Pataca)	12.8056	7.9990	4.7072	6.4830
Macedonia	(Denar)	72.2489	45.1302	26.5581	36.5767
Madagascar	(MG Fr)	6563.69	4100.00	2412.76	3322.93
Madeira	(Port Escudo)	273.594	170.800	100.574	138.510
Malawi	(Kwacha)	24.5898	15.3600	9.0390	12.4488
Malaysia	(Ringgit)	3.9654	2.4770	1.4577	2.0075
Maldive Is	(Rufiya)	18.8425	11.7700	6.9264	9.5393
Mali Rep	(CFA Fr)	917.850	573.340	337.405	464.672
Malta	(Maltese Lira)	0.6172	0.3855	0.2269	0.3124
Martinique	(Local Fr)	9.1785	5.7334	3.3740	4.6467
Mauritania	(Ouguiya)	229.401	143.295	84.3259	116.137
Mauritius	(Maur Rupee)	32.2502	20.1450	11.8552	16.3269
Mexico	(Mexican Peso)	12.7704	7.9770	4.6944	6.4651
Miquelon	(Local Fr)	9.1785	5.7334	3.3740	4.6467
Moldova	(Leu)	7.4362	4.6450	2.7336	3.7646
Monaco	(French Fr)	9.1785	5.7334	3.3740	4.6467
Mongolia	(Tugrik)	747.092	466.670	274.625	378.223
Montserrat	(E Carib $)	4.3224	2.7000	1.5889	2.1883
Morocco	(Dirham)	15.0853	9.4230	5.5452	7.6371
Mozambique	(Metical)	17810.8	11125.4	6547.03	8016.80
Namibia	(S A Rand)	7.1136	4.4435	2.6150	3.6013
Nauru Is	(Australian $)	2.0073	1.2538	0.7379	1.0162
Nepal	(Nepalese Rupee)	91.1712	56.9500	33.5136	45.1583
Netherlands	(Guilder)	3.0609	1.9120	1.1252	1.5496
N'nd Antilles	(A/Guilder)	2.8656	1.7900	1.0534	1.4506
New Zealand	(NZ $)	2.2941	1.4330	0.8433	1.1614
Nicaragua	(Gold Cordoba)	14.5772	9.1056	5.3584	7.3796
Niger Rep	(CFA Fr)	917.850	573.340	337.405	464.672
Nigeria	(Naira)	35.0373o	21.8860	12.8794	17.7380
	(Naira)	135.782m	84.8160	49.9136	68.7409
Norway	(Nor. Krone)	10.9683	6.8513	4.0320	5.5528
Oman	(Rial Omani)	0.6164	0.3850	0.2266	0.3120

		£ STG	US $	D-MARK	YEN (X 100)
Pakistan	(Pak. Rupee)(3)	64.1639	40.0799	23.5866	32.4836
Panama	(Balboa)	1.6009	1	0.5885	0.8105
Papua New Guinea	(Kina)	2.2128	1.3822	0.8134	1.1202
Paraguay	(Guarani)	3393.91	2120.00	1247.57	1718.20
Peru	(New Sol)	4.2120	2.6310	1.5483	2.1323
Philippines	(Peso)	42.1658	26.3325	15.4965	21.3417
Pitcairn Is	(£ Sterling)	1	0.6246	0.3676	0.5063
	(NZ $)	2.2941	1.4330	0.8433	1.1614
Poland	(Zloty)	4.9396	3.0855	1.8158	2.5007
Portugal	(Escudo)	273.594	170.800	100.574	138.510
Puerto Rico	(US $)	1.6009	1	0.5885	0.8105
Qatar	(Riyal)	5.8279	3.6404	2.1423	2.9504
Reunion Is. de la	(F/Fr)	9.1785	5.7334	3.3740	4.6467
Romania	(Leu)	10965.2	6850.00	4031.57	5561.73
Russia	(Rouble)	9131.50m	5704.00	3356.78	4622.93
Rwanda	(Fr)	475.466	297.019	174.789	240.726
St Christopher	(E Carib $)	4.3224	2.7000	1.5889	2.1883
St Helena	(£)	1	0.6246	0.3676	0.5063
St Lucia	(E Carib $)	4.3224	2.7000	1.5889	2.1883
St Pierre	(French Fr)	9.1785	5.7334	3.3740	4.6467
St Vincent	(E Carib $)	4.3224	2.7000	1.5889	2.1883
San Marino	(Italian Lira)	2710.40	1693.05	996.351	1372.17
Sao Tome	(Dobra)	3818.35	2385.13	1403.60	1933.06
Saudi Arabia	(Riyal)	6.0041	3.7504	2.2071	3.0396
Senegal	(CFA Fr)	917.850	573.340	337.405	464.672
Seychelles	(Rupee)	8.0125	5.0050	2.9453	4.0564
Sierra Leone	(Leone)	1360.75	850.000	500.208	688.901
Singapore	($)	2.2962	1.4343	0.8441	1.1625
Slovakia	(Koruna)	53.1923	33.2265	19.5538	26.9291
Slovenia	(Tolar)	247.986	154.873	91.1393	125.520
Solomon Is	($)	6.8215	3.6364	2.1400	2.9472
Somali Rep	(Shilling)	4194.36	2620.00	1541.81	2123.43
South Africa	(Rand)	7.1136	4.4435	2.6150	3.6013
Spain	(Peseta)	231.226	144.435	84.9993	117.060
Spanish Ports in N Africa	(Sp Peseta)	231.226	144.435	84.9993	117.060
Sri Lanka	(Rupee)	92.4520	57.7500	33.9856	46.8047
Sudan Rep	(Dinar)	234.532	146.500	86.2120	118.734
Surinam	(Guilder)	656.369	410.000	241.276	332.298
Swaziland	(Lilangeni)	7.1136	4.4435	2.6150	3.6013
Sweden	(Krona)	12.4247	7.7611	4.5673	6.2901
Switzerland	(Fr)	2.3397	1.4615	0.8601	1.1845
Syria	(£)	67.2378	42.0000	24.7161	34.0398
Taiwan	($)	44.0406	27.5100	16.1895	22.2961
Tanzania	(Shilling)	961.340	600.500	353.381	486.686
Thailand	(Baht)	41.5584	25.9600	15.2773	21.0396
Togo Rep	(CFA Fr)	917.850	573.340	337.405	464.672
Tonga Is	(Pa'anga)	2.0073	1.2538	0.7379	1.0162
Trinidad/Tobago	($)	9.7655	6.1000	3.5897	4.9439
Tunisia	(Dinar)	1.7360	1.0844	0.6381	0.8789
Turkey	(Lira)	201369.2	125785.0	74023.8	101945.1
Turks & Caicos	(US $)	1.6009	1	0.5885	0.8105
Tuvalu	(Australian $)	2.0073	1.2538	0.7379	1.0162
Uganda	(New Shilling)	1630.52	1018.50	599.365	825.465
Ukraine	(Hryvna)	2.8277	1.7663	1.0394	1.4315
U A E	(Dirham)	5.8785	3.6720	2.1610	2.9761
United Kingdom	(£)	1	0.6246	0.3676	0.5063
United States	(US $)	1.6009	1	0.5885	0.8105
Uruguay	(Peso Uruguayo)	14.4481	9.0250	5.3110	7.3145
Vanuatu	(Vatu)	179.199	111.930	65.8702	90.7161
Vatican	(Lira)	2710.40	1693.05	996.351	1372.17
Venezuela	(Bolivar)(2)	764.910v	477.800	281.183	387.243
Vietnam	(Dong)	18643.3	11645.5	6853.12	9438.34
Virgin Is-British	(US $)	1.6009	1	0.5885	0.8105
Virgin Is-US	(US $)	1.6009	1	0.5885	0.8105
Western Samoa	(Tala)	3.9092	2.4808	1.4480	1.9943
Yemen (Rep of)	(Rial)	198.866	124.090	73.0242	100.571
Yugoslavia	(New Dinar)	8.6827	5.4236	3.1917	4.3957
Zaire Rep	(Zaire)	232930.8	145500.0	85629.5	117923.6
Zambia	(Kwacha)	2066.76	1291.00	759.725	1046.32
Zimbabwe	($)	17.9351	11.2033	6.5934	9.0803
ECU	(ECU)	1.4007	0.8749	0.5149	0.7091
SDR	(SDR)	1.16435	0.725947	0.428515	0.594307

Abbreviations: (u) Free rate; (m) Market rate; (o) Official rate; (v) Parallel rate (t) Tourist rate (u) Currency fixed against the US Dollar (v) Floating rate (1) Angolan Readjusted Kwanza devalued on 4/3/96. (2) Two tier rate replaced by floating Venezuelan Bolivar 22/4/96 (3) Pakistan Rupee devalued by 7.86pc against US dollar 22/10/96 (4) Market rate now shown for Cuba; FT enquiries to Business Research Centre 0171 873 4829. Some data derived from THE WM/REUTERS CLOSING SPOT RATES & Bank of America, Economics Department, London Trading Centre. Enquiries: 0171 634 4365.

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LABORATOIRES BOIRON

1996 RESULTS

The Board of Directors of BOIRON, meeting on 12 March 1997 under the chairmanship of Christian BOIRON, approved the accounts for the year 1996 and reviewed the consolidated accounts. It was decided to call shareholders to both an Annual and an Extraordinary General Meeting at 9.30 a.m. on 22 May 1997 in the Hôtel CHATEAU PERRACHE, Lyon 2.

CONSOLIDATED PROFIT & LOSS ACCOUNT
(in FRF millions)

	1996	1995	Increase
Turnover	1 249.3	1 180.4	5.8 %
Operating profit	155.2	153.1	1.4 %
Profit on ordinary activities	151.7	141.0	7.6 %
Net profit	76.7	62.7	22.3 %
Cash flow	133.5	119.6	11.6 %
Investments in tangible and financial assets	75.5	134.7	
Number of shares in issue	2 545 670	2 210 765	
Earnings per share (in francs)	30.11	28.35	6.2 %

• These results are in line with the forecasts for the year.

• The Board of Directors proposes the distribution of a dividend of 9.80 francs together with a tax credit of 4.90 francs, an increase of 9%. Including the new shares issued following the conversion of the loan notes, the total dividend payable increases by 25%.

• For 1997, *the situation in France will be influenced by the restraints on health expenditure ; the Group* will continue to promote homeopathic medicines world-wide and anticipates further growth in turnover and net profit

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Contact Name: Mr John Marcopoulos

ATHENS STOCK EXCHANGE Mar 11th - Mar 14th 1997 GREECE

ASE INDEX	1263.14	P/E (after tax) 97e/96e	12.4/14.7	GDP (USD bn) 97e	121.63
%Chg (31/12/96)	35.85	EPS GROWTH (%) 97e	16.6	Per Capita Income (USD)	11,695
Yearly High	1454.63	P/E 97e/EPS GROWTH (%)97e	0.75	Inflation Rate (% Y.O.Y. February '97)	6.60
Yearly Low	932.38	P/CE 97e/96e	9.9/11.7	March 12 M T-Bill rate (%)	10.50
WEEKLY VOL. (USD m)	175.33	P/BV 97e/96e	2.7/3.0	1-Month Athibor (%)	11.95
%Chg (Prev. Wk)	-57.94	Div. Yield (%) 97e/96e	4.7/4.2	GRD/US$	268.39
1 Y Wk Avg. (USD m)	174.10			A.S.E. Market Capitalization - 14/03/97 (USD bn)	29.41
				IPOs & Rights Issues (in USD m) Jan 1 '97-Mar 14 '97	113.42

THE ECONOMY • by Frances Williams

Hopes rest on weakening franc

A recovery led by exports may not be enough to bring down high unployment

As Switzerland enters its seventh year of economic stagnation with unemployment at record levels, there is still little sign of a turnaround in activity...and every prospect that, on the jobs front, things will continue to worsen.

Most economic forecasters, including the government's advisory Economic Affairs Committee, are predicting growth in gross domestic product of about 0.5 per cent this year after a drop of 0.7 per cent in 1996.

For 1998, the consensus hovers around 1.5 to 2 per cent – barely matching Switzerland's long-term productivity growth – with the result that employment is likely to continue falling. A quarter of a million jobs have been lost since 1991.

Most hopes are pinned on the Swiss franc's decline from its heady peaks in late 1995, which should boost exports, improve industrial competitiveness, and help the hard-pressed tourist sector. Since the beginning of last year, the franc has lost a quarter of its value against the US dollar and weakened against European currencies such as the French franc and the D-Mark.

But while the drop in the franc will help exporters' margins and ease cost pressures, export growth depends crucially on demand in the main markets. Swiss industry is thus looking with some anxiety at Europe, where two-thirds of the country's exports go.

Though most forecasters are predicting an acceleration of economic activity this year, many European Union members are operating tight budget policies to meet the Maastricht criteria for a single currency.

In particular, Germany, which alone takes a quarter of Swiss merchandise exports, is moving only slowly out of recession and has not seen the investment surge that benefited Swiss machinery makers in previous upturns.

Mr Hans Kaufmann, head of research at Bank Julius Baer in Zurich, has other reasons for fearing that the recent weakness of the Swiss franc may not bring about significant economic recovery. He argues that between 1993 and 1995, when the Swiss franc soared by nearly one-fifth on world currency markets, Switzerland's biggest companies responded with a massive transfer of production and jobs abroad.

Overall, between 1990 and 1996 Swiss companies bought or created 300,000 jobs outside Switzerland, nearly half of them in emerging markets in eastern Europe, Asia and Latin America, while cutting around 40,000 at home.

Mr Kaufmann calculates that 80 per cent of the activities of the 108 listed Swiss companies analysed by Bank Baer are now located outside Switzerland, and supply chains have shifted with them. "It must be assumed that many jobs at Swiss suppliers have been irrevocably lost," he says.

Since hopes for economic revival are pinned on exports, this is a worrying scenario. Domestic demand is expected to remain feeble. Consumer confidence is at a low ebb, depressed by the stagnation in real household incomes over the past few years and fears about job security.

Unemployment, which topped 200,000 in January to stand at an unprecedented 5.7 per cent of the workforce, is predicted to go on rising this year and perhaps beyond as company restructuring and bankruptcies continue to bite.

Even though the unemployment rate is only half that in France or Germany, it is still shocking for a country that enjoyed full employment for more than four decades.

Government spending, too, is on a tight rein as central and local authorities seek to trim persistent deficits. In practice, Switzerland already meets the Maastricht criteria for membership of European monetary union, with a general government deficit of under 3 per cent of GDP.

But, alarmed by projections showing sizeable deficits well into the future and mounting government debt, Mr Kaspar Villiger, the Swiss finance minister, plans to balance the federal budget by the year 2001.

Meanwhile, the construction sector which has traditionally been a growth motor for the Swiss economy is in poor shape as the consequences of the 1980s property boom continue to be apparent in empty homes and unlet offices and factories.

A surge in investment in plant and equipment, as companies have rationalised and upgraded operations, slowed in 1996 and will probably do so again this year.

Not everyone believes the picture is wholly black. Mr Bernard Lambert, of Pictet, the Geneva private bank, says the ingredients are falling into place for a recovery in the coming months which could result in growth of as much as 2.5 per cent in 1998.

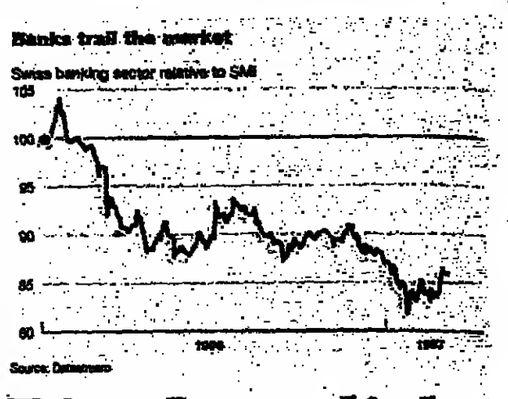
He cites the weaker franc, low interest rates and low inflation, as well as a more relaxed monetary policy and the possibility of a modest fiscal stimulus this year.

Virtually stable prices, with underlying inflation running at under 1 per cent, have encouraged the Swiss National Bank to loosen its previously tight money policies. Last September, the discount rate was cut to an historic low of 1 per cent, and despite above-target monetary growth the SNB says it will not raise rates until the economy shows clear signs of recovery.

This policy has been reinforced by the bank's concern to head off possible upward pressure on the franc from uncertainties surrounding the single European currency, one cause of its damaging surge in 1995.

At the same time, the government has proposed a cautious economic stimulus plan to increase investment spending by SFr550m this year. Ministers hope to spark extra local authority investment that will boost total construction spending to around SFr2bn. The plan, criticised as too timid by trade unions and the political left, will be discussed by parliament next month.

BANKING • by William Hall



Big three lick their wounds

Bankers continue to be worried by allegations over the country's war-time role

Switzerland's banks, long regarded as the central pillar of the country's economy, have just finished one of the toughest years in their history. The big three banks – Union Bank of Switzerland, Credit Suisse, and Swiss Bank Corporation – have all reported losses for the first time in living memory.

The share prices of all three underperformed the stock market in 1996, which is perhaps no great surprise given that they have just posted combined 1996 losses of around SFr5bn. The big three have long assumed an importance out of all proportion to the size of their home country. Until the recent dip in the value of the Swiss franc, Union Bank of Switzerland had a bigger stock market capitalisation than Deutsche Bank – the market leader in a country with a population more than 10 times the size of Switzerland's.

The strength of the Swiss banks owes everything to the country's importance as the world's biggest private banking centre. Swiss bank secrecy laws are less watertight than they once were, anonymous numbered bank accounts are a myth, and Swiss investigators are more diligent than they once were in hunting down illegal money-laundering operations.

Switzerland still attracts far more money than it perhaps deserves, however, and this is why the big three banks have become so concerned about the damage to their reputation caused by the endless allegations about their war-time role in dealing with Nazi Germany and the bank accounts of holocaust victims.

When Union Bank of Switzerland reported in January that it had accidentally shredded some historical files dating back to the second world war, it led to an impression overseas that the big Swiss banks were hurriedly dumping any incriminating evidence before the official investigators arrived. However mistaken these impressions, they have compromised the reputation of the Swiss banks in a fiercely competitive service business where their good name is one of the few ways they can differentiate themselves from the competition.

Concern about their image helps explain why the big three have been the driving force behind the establishment of the SFr265m special fund for holocaust survivors. They have the most to lose if their international customers start deserting them. Threats of partial boycotts of their US activities are unlikely to come to anything, but they are being seized upon by their competitors to win business from the Swiss banks.

Strip out the international business, and the big three look rather unhealthy. Credit Suisse lost SFr650m on its domestic Swiss banking business in 1996, and the reason all three are in the red is because of the need to take massive extra provisions on their domestic loan portfolios. With luck, the worst may be over in the domestic Swiss market, but there is no way that it will ever be able to reproduce the growth opportunities in international banking.

The fortunes of the big three Swiss banks are more tied to international business than virtually all of their competitors. The vast bulk of their workforce is still located in Switzerland, but it is clear that the centre of gravity is moving away from Zurich and Basle, to London and New York. Credit Suisse's new chief financial officer is an American; Swiss Bank Corporation runs its global investment banking business from London; and UBS has just shifted the management of its non-Swiss European business from Zurich to London.

All three banks are undergoing big changes as a new generation of chief executives – who have more international backgrounds than their predecessors – take over.

The domestic branch networks of all three banks are being drastically overhauled. Credit Suisse is cutting its domestic outlets by one-third and SBC by a quarter. All want to reduce the size of their workforce, but this is more easily said than done. Both UBS and Credit Suisse have reported increases in the size of their worldwide staff at the end of 1996.

Meanwhile, UBS and Credit Suisse are rebranding their images. The old German-speaking titles of Schweizerische Bankgesellschaft (SBG) and Schweizerische Kreditanstalt have been consigned to the dustbin and are being replaced by UBS and Credit Suisse.

Although, the problems of the big three have dominated the headlines over the past 12 months, they should not be allowed to overshadow the performance of the rest of the Swiss banks. The private banks in both Geneva and Zurich, unaffected by the serious domestic credit problems of their big rivals, have flourished over the last year. The rise in world stock markets has boosted their trading income and also their asset management business.

PROFILE Kaspar Villiger, finance minister

Balancing the books

Mr Kaspar Villiger, Switzerland's finance minister, does not deny that his country faces economic problems. But he believes that they are more psychological than real. "We have learnt to complain without really suffering," says the man responsible for balancing the nation's books.

The Swiss economy may be stagnating, but it is "stagnating at a very high level", he says.

Contrary to some gloomy prognoses, Mr Villiger does not accept that the country's industrial base has been badly damaged by recession. Since 1993, investment in equipment – mostly in the industrial sector – has grown by about 8 per cent a year, a higher rate than during the 1980s. Exports have been one of the most resilient parts of the economy.

The problem areas are well known – construction, still suffering from the excesses of the 1980s, and the service sector, where there has been a "very deep restructuring process" triggered by rapid technical change, intense foreign competition and the break-up of domestic cartels.

"Our economy is fitter now than five years ago," says Mr Villiger. He admits that it may only grow by 0.5 per cent this year and unemployment is likely to increase in the short term. However, next year the recovery should finally respond to the expansive monetary and fiscal policy and recent weakening of the Swiss franc.

He accepts that there is always a danger that Switzerland's overdue economic recovery could be threatened by renewed upward pressure on the Swiss franc if there are doubts about progress towards European monetary union. A decision in favour of a larger Emu group, or a liberal interpretation of the convergence criteria, might be enough to trigger significant exchange rate fluctuations. However, Mr Villiger believes that if Switzerland's export industry came under real pressure, because of a sudden upward revaluation of the Swiss franc, then "monetary policy would have to be eased to counter the effects, and a subsequent rise in inflationary pressures would have to be accepted".

On unemployment, Mr Villiger does not share the general pessimism about the increasing propensity of Swiss multinationals to move jobs abroad. ABB, for example, has cut 59,000 jobs in western Europe and North America over the last six years and created 56,000 in Asia and central and eastern Europe.

"Multinationals have no choice," says Mr Villiger. If they are to be successful they have to observe a "fitness" programme which often leads to job cuts in Switzerland. However, by expanding abroad and creating jobs in other countries, they also safeguard jobs in Switzerland.

Nevertheless, Mr Villiger knows that he cannot rely on Switzerland's successful multinationals, such as Roche, Nestlé and ABB, to create jobs for Switzerland's school-leavers. He will have to rely on small companies employing fewer than 500 staff. They already employ almost 90 per cent of Swiss workers and have created 60,000 jobs over the last three years. To help this sector he is streamlining administrative procedures and amending the tax code.

In common with other finance ministers, Mr Villiger's biggest problem is adjudicating on the competing demands from spending departments for Swiss taxpayers' money. Switzerland's budgetary problems are still relatively minor compared with some of its European neighbours, and it has no difficulty fulfilling the "Maastricht criteria". Public debt has doubled since 1990, but Switzerland's budget deficit as a percentage of gross domestic product is still less than half the European Union average.

The preparation of the next Swiss budget is complicated by uncertainties over the timing of the economic recovery. However, Mr Villiger intends to achieve a balanced budget by 2001. He has set an interim target of a maximum budget deficit of SFr4bn for 1999, or 1 per cent of GDP, compared with an estimated 1.9 per cent for the current year.

In addition to settling this year's budget, Mr Villiger is also grappling with longer-term problems, one of which is regaining control of social security spending. If no corrective measures are taken, the extra resources needed by the year 2010 would equal the receipts from a value added tax of 6.8 per cent. Switzerland's current VAT rate is 6.5 per cent. By 2025, the VAT rate would have to be 12.9 per cent if nothing was done to stem the rising cost of social insurance. Switzerland is considering a moderate increase in VAT to offset the extra costs of an ageing population.

Mr Villiger is also in charge of a vast project of administrative reform with a view to streamlining government activities through a more efficient allocation of functions between the ministries and the introduction of methods of new public management in certain areas of government.

Kaspar Villiger: 'The economy is fitter than five years ago'

Last, but not least, Mr Villiger has started a large-scale project to reallocate resources between the federal and cantonal level aiming at setting up a more transparent and efficient system. This would not only help reduce spending but also reinvigorate Swiss federalism.

After nearly seven years of stagnation, Switzerland seems far removed from the economy which used to be held up as a role model for sound and successful economic management in the 1970s and 1980s. However, Mr Villiger is optimistic about his country's prospects.

Switzerland still has one of the lowest tax regimes of any OECD country, an excellent school system, and its social security system is more flexible than most. Its enviable record of labour relations appears not to be threatened by the country's current economic problems. Low inflation and record low interest rates mean that Switzerland's economic conditions remain "amongst the best in the world", says Mr Villiger.

However, Mr Villiger admits that in the short term Switzerland may be suffering unduly because "we are used to too easy a life". The current downturn may well be enough to shake the Swiss out of their complacency.

William Hall

Entrepreneur makes it to the top

Switzerland may be a country of part-time politicians, but not many businessmen have made it to the top of Swiss politics, writes William Hall. Mr Peter Spälti, the chairman of Winterthur Insurance, used to be a member of the Swiss Nationalrat, and Mr Christoph Blocher, chairman of the EMS specialty chemicals group, and Mr Erich Müller, Sulzer's chief financial officer, are active in national Swiss politics.

However, Mr Kaspar Villiger, Switzerland's 56-year-old finance minister, is one of the very few entrepreneurs to become a member of the seven-strong Federal Council which runs the country's day-to-day business.

Having trained as a mechanical engineer, he took over the family's cigar factory when he was 25 following the death of his father. Over the next couple of decades he diversified into bicycle manufacturing and shared the management with his brother, who ran the German operation, while he looked after Switzerland and the rest of the world.

He began his political career with the Liberal party (FDP), the closest Switzerland has to a party of big business, in the cantonal parliament of Lucerne in 1972.

After 10 years he moved into national politics. His first government post was as defence minister, when he used his management skills to reform the country's biggest ministry. Since November 1995 he has been finance minister and shares responsibility for overseeing the economy with Mr Jean-Pascal Delamuraz, a member of the same party, who heads the department of national economic affairs.

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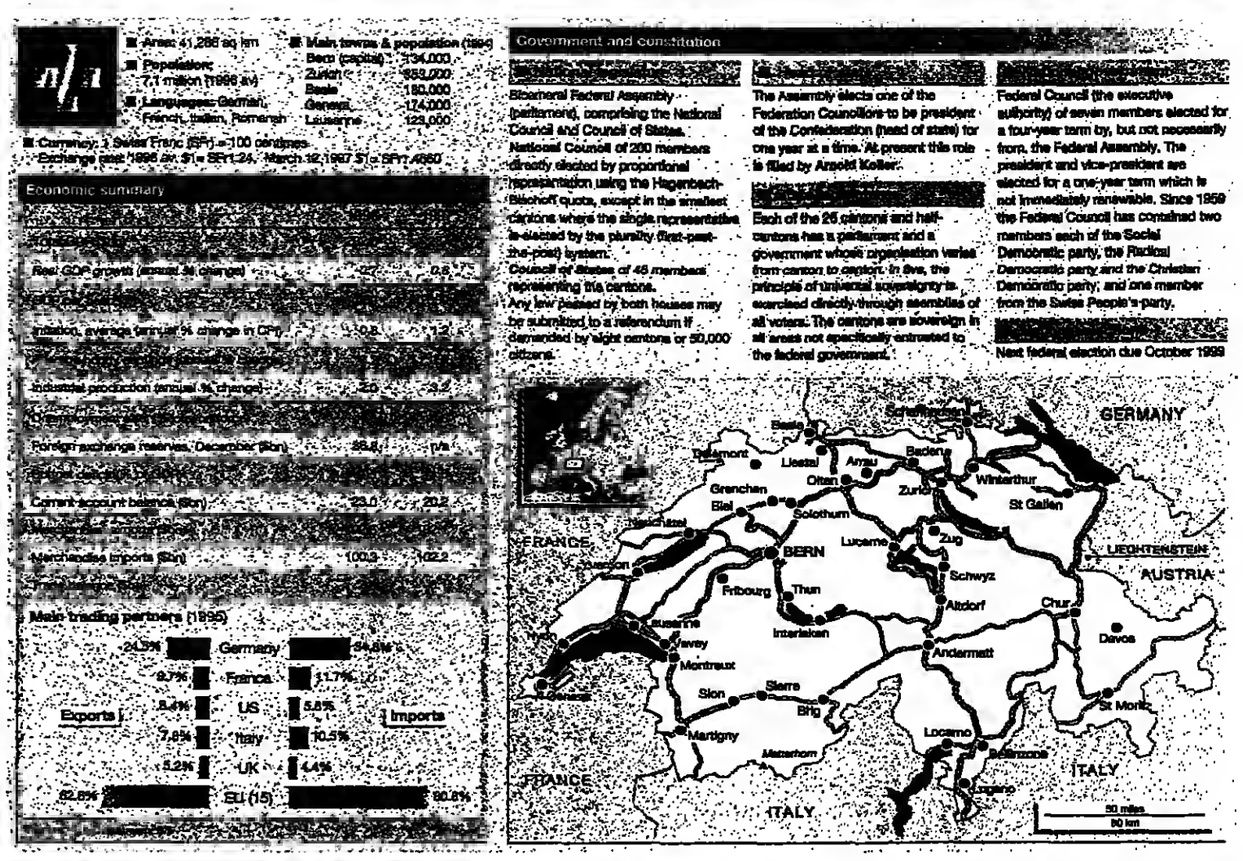
Switzerland

The economy, democracy and business were until recently held in the highest esteem, but now cracks are evident. **William Hall** reports

Isolation is now being questioned



"We want to know what happened then, how it happened, and why," says President Koller.

Meanwhile, the government and the Swiss National Bank, the country's central bank, have proposed the establishment of a SFr7bn "Swiss Foundation for Solidarity" which will use several hundred tonnes of the central bank's gold to ease pressing human needs in Switzerland and abroad. It is designed to re-establish Switzerland's humanitarian reputation and be a gesture of the country's gratefulness at having been spared two world wars.

For the moment the foundation, which requires the agreement of the people through a a referendum and a majority of the cantons, is still only a "great idea".

If Mr Christoph Blocher, one of Switzerland's few populist politicians, has his way it will be consigned to the dusthin of history. He regards it as an admission of guilt by the Swiss government.

In many respects, the Swiss National Bank's proposal is even more surprising than the decision of the big three Swiss banks to use SFr100m of their shareholders' money to repair their battered image. Gold has always been regarded as the symbol of the conservative and sound banker, and Switzerland, which has the world's third-biggest gold reserves, has long been regarded as one of the last bastions of sound money.

If the Swiss central bank is preparing to sell gold to help its politicians solve a problem, what sort of message will this send to long-term investors in Switzerland?

Drastic times call for drastic measures. The SNB's proposal is the most dramatic example of the extent to which Switzerland is trying to shake off its image as a smug and complacent little country which profits from other people's problems. It is a high-risk strategy, and the proposed foundation could easily be rebuffed, just as the people have rejected their government's wish to join the UN and the European Economic Area.

However, the events of the past six months have highlighted the dangers attached to the country's continued policy of isolation. Even Switzerland's closest allies are looking elsewhere.

While the Swiss people could still vote to maintain the country's political isolation, they can do little to prevent the rapid erosion of its economic isolation. Around three-quarters of its foreign trade is with the European Union, and Switzerland can no longer ignore what is happening in the rest of Europe as it did in the second world war.

Its fragile economic recovery could easily be snuffed out if a slip on the road to European monetary union resulted in a sudden influx of money, causing a jump in the value of the Swiss franc. The long, drawn-out bilateral negotiations with the EU have made Swiss diplomats painfully aware that Switzerland needs the EU far more than the EU needs Switzerland.

There are plenty of other telltale signs that Switzerland is finally opening up to the outside world. It is deregulating its telecoms industry in line with the European timetable. Switzerland can no longer afford to allow Swiss Telecom to keep its monopoly, and competitors ranging from British Telecom to Deutsche Telekom will soon start driving down Swiss telephone charges. Switzerland's severe restrictions on foreign property ownership are being relaxed to help end the slump in the property market.

"We need to be very careful that stability – one of Switzerland's great strengths – does not work against us," says Mr David de Pury, an ex-diplomat and former co-chairman of ABB Asea Brown Boveri. "When everyone is running very fast, you need to be able to move very fast as well."

Switzerland is changing, although the pace of change may not satisfy some critics. As it delves into its history of 50 years ago it may finally realise that a country of 7m people can no longer regard itself as a "sonderfall", or special case.

It lies at the heart of Europe yet remains on the political periphery, just as it did more than 50 years ago. "Political isolation is the most dangerous condition for any country, for both its well-beingand at the end of the day for its economy", says Mr Cotti, the foreign minister.

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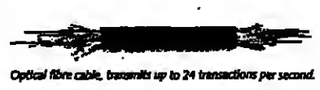

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TOURISM • by Frances Williams

Natural beauty is not enough to woo visitors

Much modernisation is needed, but many enterprises are in no position to spend large sums of money

The Swiss tourist industry, after five dreadful years, is hoping 1997 will be a turning point. Highly sensitive to changes in costs and discretionary income, the industry has suffered more than most from the previous strength of the Swiss franc and economic stagnation in Europe.

Last summer was the worst for business in 40 years and the year as a whole was scarcely better, with overnight hotel stays down oearly 5 per cent to 29.7m. Between 1991 and 1996 the number of overnight hotel stays slumped by 16 per cent.

There are, nevertheless, tentative signs that the sliding franc may be starting to have an impact. Overnight hotel stays rose in December for the first time in four years, helped by good snow conditions over the holiday period. "I no longer expect a further decline, rather a stabilisation" in 1997, says Mr Alfred Urfer, presideot of the Swiss Hotel Association.

The health of the tourist industry matters not only for those in the business but for the Swiss economy as a whole. Tourism is Switzerland's third-biggest foreign-exchange earner, making a sizeable contribution to the country's hefty balance of payments surplus, and accounts for nearly 6 per cent of gross domestic product.

In reality, the sector is even more important than this suggests because of its spillover effects in other sectors. Virtually all its "added-value" is created in Switzerland to the benefit of the domestic economy. As a labour-intensive industry its well-being is a big influence on employmeot. At a national level, one in 11 Swiss workers are dependent on tourism directly or indirectly for their income, and in mountain regions the proportion is almost ooe in two.

Short-term economic factors have clearly been responsible for some of the tourist industry's problems in recent years. The surging franc priced already-expensive Switzerland beyond the pockets of many foreign visitors and made overseas holidays a more attractive proposition for increasing numbers of Swiss. Belt-tightening in recession-struck Europe also kept people at home.

The number of overnight hotel stays by foreign visitors to Switzerland last year fell by 6 per cent, double the decline among domestic tourists. The fall was especially marked among European holidaymakers, who make up the bulk of visitors to Switzerland, although there was a further increase in visitors from Asia.

Meanwhile, the gap between spending by foreign visitors in Switzerland and spending on holidays abroad by Swiss has been shrinking steadily, and on present trends threatens to disappear altogether by the end of the century. From SFr2.8bn in 1992 the tourist balance was just SFr2.1bn in 1995 and is likely to have been still narrower last year.

Swiss experience contrasts sharply with that of the tourism industry worldwide, which is seeing an extraordinary boom.

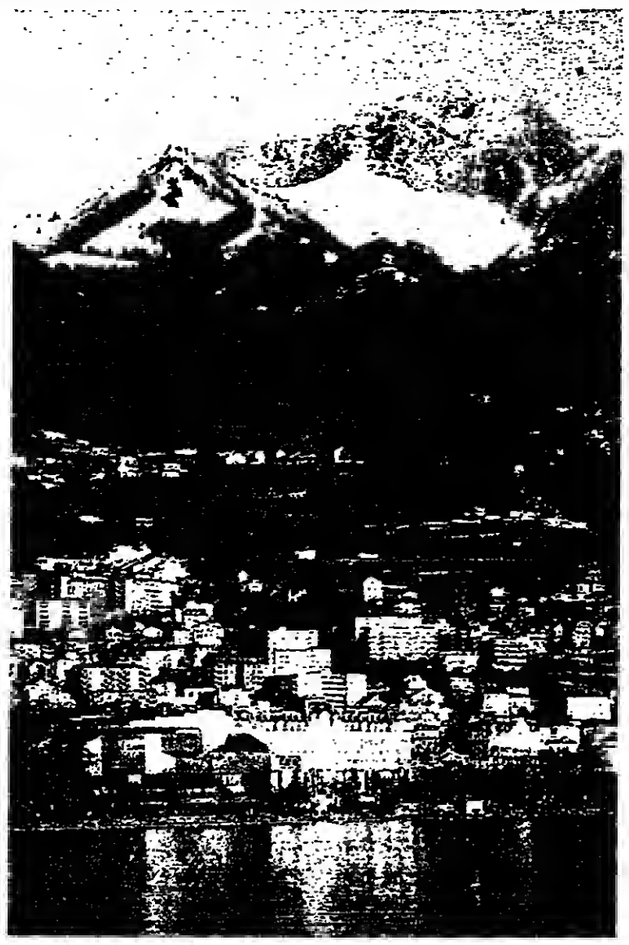
While Switzerland still ranks among the 15 most important tourist destinations in the world, its share of the world market has fallen from 4 per cent in 1965 to 2 per cent 10 years later.

According to the latest figures compiled by the Madrid-based World Tourist Organisation, Switzerland rates tenth in the world in terms of receipts from foreign tourists, behind China in ninth place aod well behind Switzerland's Alpine neighbour, Austria, in sixth place.

There is now a general acceptance in the industry that stemming the relative decline in Switzerland's fortunes will require a good deal more than simply waiting for the weaker franc to raise demand.

Unlike the country's manufacturing sector, which has consistently boosted productivity and innovation to stay competitive on world markets, the tourist sector has remained stuck in its traditional groove.

Much of Switzerland's tourist infrastructure dates originally from the early years of the century, when it was a favourite spot for British travellers in particular. Apart from esseotial modernisation, many resorts have changed little since.



Mountains and lakes abound...but visiting them has been expensive Photo: Fergus Wilson

According to a recent study by Union Bank of Switzerland (UBS), Swiss tourist facilities – from hotels to cable-cars – tend to be small, inefficient and costly. Overcapacity is a chronic problem – in 1995, average hotel bed occupancy was less than 40 per cent. At the same time, large numbers of tourist enterprises are deep in debt and in no position to spend large sums on investment in bringing facilities up to date.

Other problems are more a question of attitude than money. When the UBS asked tourist office directors in Switzerland and abroad to rate the country's tourist assets and deficiencies, they classed the relationship between price and quality, the quality of service and the lack of innovative products as the most important structural problems afflicting the industry.

Switzerland's magnificeot and largely unspoilt mountain scenery, efficient transport system and cultural diversity were seen as the main attractions.

Swiss Tourism, Switzerland's national tourist office, and others such as the Swiss Hotel Association are now encouraging members to develop distinctive prodncts and packages that will capitalise on the country's assets and overcome its disadvantages.

The basic idea is to entice holidaymakers looking for something out of the ordinary, especially holidays centred on activities such as mountain hiking, golf or snowboarding, or related to festivals and events.

Efforts are also heing made to encourage more friendly attentive service than tourists have sometimes received in the past and, above all, to make visitors feel they are getting their money's worth.

FOREIGN AFFAIRS • by Frances Williams

Union with Europe appears no nearer

Immigration and transport fears could mean a long wait for membership

The government wants it, the business and financial community want it, and so – according to recent opioion polls – does a slim majority of citizens. Yet Swiss membership of the European Union seems as far off as ever.

Even on the most favourable assumptions, the Swiss government could not open membership negotiations before 2000, ruling out entry alongside the first wave of new EU members from eastern Europe around 2002.

Goveromeot caution – admittedly founded on bitter experieoce – and Switzerland's sluggish political processes have combined to produce virtual paralysis in the country's stance on Europe.

In December 1992, after voters narrowly turned down membership of the European Economic Area (EEA), a free trade zone with the EU, Switzerland was forced to put on ice its formal application for EU entry deposited the previous May.

The government in Berne then decided to try its luck with Brussels in bilateral talks aimed at limiting the economic damage from remaining outside the European single market. Yet, far from being the quick fix the Swiss had envisaged, the talks took two years to get off the ground and are still plodding on.

Only the controversial transport dossier is now outstanding, however, following provisional agreements on research, government procurement, agriculture, product standards and immigration. The two sides hope to conclude negotiations by the summer with a package of accords that would come into effect in 1999.

But, this being Switzerland, concluding a deal will not be the end of the story. Mr Christoph Blocher, Switzerland's most prominent Eurosceptic and an indefatigable campaigner, is threatening a referendum challenge that could leave the government with nothing to show for a decade of effort to nurture closer European ties.

Mr Blocher, a successful industrialist and People's party MP, is focusing on unpopular proposals in the talks to give EU citizens untrammelled rights to live and work in Switzerland, and to lift the country's ban on lorries weighing over 28 tonnes.

In December the Swiss government reluctantly agreed a timetable for scrapping its system of work permit qnotas for EU citizens and instituting the free movement of persons insisted on by Brussels.

Under the complex deal, quotas would be eliminated within six years of the treaty coming into force, though a safeguard clause would allow subsequent reintroduction in case of strong immigration. After 14 years, freedom of movement for EU citizens would become permanent.

This formula represents a big climbdown by both sides. Brussels had originally demanded the abolition of work-permit quotas within three years while Switzerland was prepared only to agree to future negotiations on the issue.

But, for Mr Blocher, the relaxation of immigration controls without the people's consent is "out of the question for Switzerland", whether now or in several years' time.

That consent will not be easily won. Fears that foreigners would flock to Switzerland, snatching jobs and homes, were the main reason for rejecting the EEA in 1992 and, more recently, a relaxation of restrictions on property purchases by non-Swiss.

Meanwhile, Brussels and Berne are still arguing over the even more explosive transport dossier, which has been complicated by a referendum vote in 1994 to ban transit freight traffic through the Alps within 10 years.

The Swiss government has said it is willing to phase out its prohibition on EU 40-tonne trucks by 2005 provided lorries pay charges related to the costs they impose on infrastructure and the environment. The EU, too, is planning to move to a cost-based system for taxing heavy goods vehicles.

However, Switzerland's estimated charges of up to SFr600 for the north-south transit journey from Germany to Italy were described as "prohibitive" by Mr Neil Kinnock, the EU transport commissioner.

Brussels is stipulating a maximum transit charge of SFr200, arguing that anything higher will perpetuate the current diversion of an estimated 1m to 1.5m vehicles a year from Swiss to French and Austrian roads.

Swiss negotiators are in a difficult position because the deal struck on road transport will determine whether Swissair, the national airline, is given improved access to the EU's liberalised air transport market. This was one of Switzerland's main objectives when it broached the bilateral talks in 1993.

At the same time, the Swiss government cannot afford to make too many concessions to Brussels that could result in a referendum defeat on what has traditionally been a highly sensitive political issue.

Some indication of Mr Blocher's support will come in June when the Swiss are due to vote on an anti-EU initiative that would oblige the government to seek the permission of the electorate before entering any negotiations on EU membership.

This initiative is widely expected to fail – but a narrow defeat would be a bad omen. The Swiss will probably go to the polls to approve the results of the bilaterals some time next year, after the deal has been considered by parliament.

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TELECOMMUNICATIONS • by William Hall

Competition has hardly begun

Foreigners are queuing up for market share as Swiss realign policies to EU

The rapid pace of change facing Switzerland is nowhere more evident than in its telecommunications industry. Switzerland is at the crossroads of Europe and, despite the country's neutral stance and non-membership of the European Union, it cannot afford to ignore the changes which are under way in neighbouring countries.

The giant Swiss PTT, whose operations range from providing the lifeline of the yellow Postbuses in remote mountain areas to high-speed data transmission services, is being split. The barely-profitable postal service, which employs 40,000, will remain state-controlled, but up to 49 per cent of the shares in Swiss Telecom are scheduled to be sold on the stock market in the second half of next year.

Meanwhile, the Swiss government is debating the second big reform of its telecommunications legislation within five years. The Telecommunications Act, which came into effect in May 1992, is having to be revised radically to take account of the European Union's commitment to the complete opening of all telecommunications services to competition from January 1998.

Since 1992, private providers of customer equipment and value-added services, such as message handling, private network services and data communications, have been able to compete with Swiss Telecom. A number of foreign telecom companies, such as British Telecom and AT&T, have already set up operations in Switzerland aimed at the multinationals. BT, for example, has more than 50 staff in Switzerland and more than 300 customers.

However, the real competition in Swiss telecommunications has hardly begun. The new legislation now going through the Swiss parliament will abolish the voice and network monopolies and mean that from January 1 1998 new competitors will be able to compete with Swiss Telecom across the board.

However, before this happens the Swiss government has to settle several key questions, ranging from whether more than one extra mobile telephone concession will be granted, to whether new competitors for the provision of basic telephone services have to compete for a national licence or can be licensed on a regional basis.

Naturally, Swiss Telecom would prefer competitors to have to bid for a national licence, whereas the level of competition would probably be increased by the issue of regional operating licences.

The costs and terms of the interconnection agreements, which will allow competitors to plug into Swiss Telecom's network, will be critical for new entrants, and the powers of the industry regulator have to be fixed. Switzerland faces the same dilemmas as other countries in trying to balance the need for the continued provision of a universal service with nationwide coverage and the need for extra competition.

As a country dependent on exports and the provision of services it has a lot to gain from a successful deregulation of its telecoms market. In terms of its SFr10bn size, it is the eighth biggest in Europe. However, with 4.5m exchange lines for its 7.3m population it has one of the highest density phone networks in the world and it is being rapidly digitalised. It is also the seventh biggest market in terms of outgoing international telephone calls.

Even though the Swiss government has not laid down the rules, competitors are already jostling to be the first to challenge Swiss Telecom across the board. British Telecom and Tele Danmark have taken a 49 per cent stake in Newtelco, which has been founded by Swiss Federal Railways (SBB), Union Bank of Switzerland and the Migros supermarket chain. The two foreign companies will provide the technical know-how and international access, while the Swiss partners will contribute infrastructure, customer contacts and cash.

SBC Communications, one of the biggest regional US telephone companies and operator of the world's second-biggest cellular phone business, has teamed up with several Swiss electricity utilities to form Diax. Like Newtelco, it will bid for a mobile phone licence in addition to being a full-service telecom provider.

Other competitors are waiting in the wings to see whether the reform of Switzerland's telecommunications laws really will be designed to encourage competition. However, there is a limited window of opportunity for entry into the market, and Newtelco, at least, believes that there is a considerable advantage in being first through the door. It is investing an initial SFr500m, and expects to employ 1,000 staff within the next few years.

Mr Hans Ivanovitch, 44, BT's general manager for central Europe, has been made chief executive of Newtelco and, if all goes according to plan, it could be serving not only the big multinational clients but also residential customers within 18 months.

Mr Josef Egger, information technology director at SBB and Newtelco's chairman, expects the arrival of new competitors to lead to a halving of prices. There is less agreement on how many competitors a deregulated Swiss market can support.

Mr Alfred Mockett, BT's managing director for global communications, says that on past experience, when a market dominated by one company is opened up to competition, the incumbent loses about 25 per cent of the market over three to four years. Since Newtelco is aiming for up to 15 per cent of the market over the next decade, it suggests that Swiss Telecom may only face two or three main competitors.

The arrival of the new competition has already led to a big shake-up at Swiss Telecom, headed by Mr Felix Rosenberg, a former politician who has led the company since 1989. It is attempting to transform itself from a traditional state-owned national telephone company into a nimble global competitor with a clear identity of its own. It has begun cutting prices, forging alliances with other international operators, and modernising its management.

Mr Rosenberg estimated recently that every year's delay in privatisation was costing Swiss Telecom SFr100m in lost business. It is expanding abroad to compensate for its expected losses in revenue and domestic market share. It has joined forces with two German electricity utilities to challenge Deutsche Telekom's dominant market share in the German state of Baden-Württemberg, which borders Switzerland. It has bought into telephone companies in Hungary and the Czech Republic, and has bought a stake in an Indian mobile telephone operation.

Mr Benedikt Weibel, the president of SBB who had the original idea for Newtelco, likes to remind his audiences that Swiss Railways were at the forefront of the latest developments in telephony long before Swiss Telecom was around. Indeed, in 1886 the station master in Berne was using the phone to talk to drivers in the goods marshalling yards... before the Swiss government had its first phone.

TRANSPORT • by William Hall

Mountains of problems

Attempts to switch freight from road to rail present a fresh set of challenges

Switzerland may not be part of the European Union, but its transport system certainly is. Ever since Hannibal crossed the Alps more than 2,000 years ago, Switzerland has proved an obstacle for Europeans on the move. Even today, securing European Union transit rights across Switzerland remains one of the country's trickiest diplomatic issues.

Over half of the country is occupied by mountains, which not only poses expensive technical challenges for Switzerland's road and rail builders but also raises sensitive environmental issues. The Swiss love their Alps, and have even supported a 1994 referendum to protect them. From 2004, all transit traffic through the Swiss Alps is supposed to go by rail.

On paper this looks a sensible decision since Switzerland's rail network is often singled out as one of the best in the world. Fast and frequent trains connect with local buses, mountain trains and even lake steamers.

Apart from Geneva, Switzerland's main commercial centres are nearly all only an hour's train journey from each other, so competition from airlines is never going to pose a threat to rail. Nearly one-fifth of all passenger transfers and almost 40 per cent of all goods transported in Switzerland go by rail, more than twice the European average.

Switzerland's rail network is efficient, and until the 1970s operated without government subsidy. However, since then its financial problems have mounted.

In theory, the days of large trucks crossing the Alps are numbered Photo: Fergus Wilde

Passenger traffic, which had risen steadily since the second world war, dropped for the first time in 1995, and revenue from goods traffic has fallen by nearly one-third since 1992. Staff numbers have been cut by nearly 20 per cent to 32,000 since the start of the decade. But this is not enough to restore the financial fortunes of the railways at a time when they need more investment than usual.

The second transport problem the Swiss government faces is the need to honour the Swiss people's 1992 commitment to build two new rail-way lines through the Alps. The project, known as the Neue Eisenbahn-Alpentransversale (Neat) is being built to cope with the expected growth in rail business which will result from switching trans-Alpine heavy goods traffic from road to rail.

Switzerland has stubbornly refused to let in 40-tonne lorries from its European neighbours, and part of the price it has had to pay is to agree to build two new north-south train tunnels – the Gotthard (57km) and the Lötschberg (30km).

The SFr16bn price of the Neat project could easily more than double when added to related transport initiatives, such as Train 2000, which will increase the speed of inter-city train services by around 17 per cent, and stepping up access links to the tunnels and high-speed networks in neighbouring countries.

Work has not yet started on boring the main trans-Alpine tunnels, which are due to be in operation by 2007, and there is a danger that the project, which dwarfs the cost of the Channel tunnel, will have to be delayed because of the need to curb the rapid rise in the Swiss public debt resulting from nearly seven years of stagnation.

One solution would be to economise by building one tunnel rather than two. But this has inevitably polarised opinion in the French and German speaking parts of Switzerland, each of which has a vested interest in their tunnel being built. At the moment Switzerland seems intent on continuing with an expensive compromise of both tunnels, although no one – let alone Switzerland's state-owned railway – has any clear idea of how they will be financed.

It is problems like these which show that beneath the surface Switzerland's transport system is not humming along as smoothly as it might seem to a first-time visitor.

Motorway travellers wanting to bypass Zurich, for example, find they have to go through the city centre. Efforts at reducing traffic in congested inner city areas are limited because tolls are unconstitutional. In the late 1980s, plans to enshrine a co-ordinated transport policy, known as the Swiss Integrated Concept of Transport (SICT), into the constitution, were rejected by the population. Since then Swiss transport policy has developed on a pragmatic basis.

Alpine goods traffic still soaring

William Hall interviews the transport minister, Moritz Leunberger

How does road traffic growth in Switzerland compare with that of rail traffic?
The constant increase in trans-Alpine goods transport is particularly important for Switzerland, and it looks set to double in the next 20 years. Since 1980, trans-Alpine road and rail traffic in the area of Mont Cenis/Fréjus pass (France) and the Brenner pass (Austria) has increased from 50.7m tonnes to 88.2m tonnes a year. The amount of freight transported by rail is constantly falling while the share taken by road is constantly growing. Trans-Alpine road traffic has quintupled in the last 16 years, with transit traffic showing the highest growth rates and today making up more than half of the total. Rail, on the other hand, has seen its market share steadily depleted in Switzerland. In 1980, the market share of rail was 93 per cent. Today it has dropped to 69 per cent.

Moritz Leunberger: 'A good rail system is becoming too expensive'

What are the main principles of Switzerland's transport policy?
The mobility of modern life and inevitable rise in traffic volumes are issues which must be tackled in an ecologically responsible manner. This calls for a transfer of traffic from roads to railways, which in turn will mean optimising the railway network. Secondly, Switzerland wants to set its policy in a European framework. It is aiming for a co-ordinated transport policy in the ongoing bilateral negotiations with the European Union, to be based on the principles of non-discrimination, free choice when it comes to selecting transport means, and the use of market-orientated solutions. Thirdly, the transport system must be financially sustainable, more productive and more efficient. In this respect, our transport policy is based on the principles of the free market and open competition.

What are the challenges facing Swiss railways?
Switzerland has a good railway system which functions well. Unfortunately, it is too expensive and is becoming less and less competitive compared to road transport. This is why it is currently undergoing a fundamental transformation. The railway system must be more efficient and closer to the market if it is to compete with other forms of transportation.

What reforms are you planning?
The central measures of the rail reforms include the financial separation of infrastructure and transport, the liberalisation of goods traffic, the creation of an opening in network access, and a new legal status for the Swiss Federal Railways. Most of the measures taken to increase efficiency and competition, however, lie with the railways themselves – more entrepreneurial thinking, creating marketable, low-cost and productive offers and optimising timetables. The introduction of a heavy vehicle tax based on mileage will help implement cost realism. Alongside road costs, heavy vehicles will be charged for uncovered external costs such as accidents and the environment. The implementation of the Alpine protection article in our constitution is aimed at transferring goods traffic from road to rail. The transition will be non-discriminatory, compatible with European policy, and will take place throughmarket taxes and a more competitive rail network.

How does Swiss transport policy fit into Europe's transport policy?
The aims of the Swiss government correspond largely with those of the European Union with regard to transport policy. The European Commission is making every effort to implement sustainable transport management. Not all member-states of the EU seem to share the aims expressed by the Commission and by Mr Neil Kinnock, the transport commissioner. In the bilateral negotiations between Switzerland and the EU, both sides pursued similar objectives, such as rail reform and fair pricing. Opinions currently differ on the implementation and timescale of the measures on road taxation for example.

What is the status of the Neat project?
The government decision to construct the new Swiss Trans-Alpine Rail Axis (Neat) was passed by popular vote on September 27 1992. The Neat project itself is largely undisputed. However, differences have arisen on alignment, timing of the construction programme and, above all, finance. Financial arrangements and the construction programme for large-scale public transport projects such as Neat, Rail 2000, TGV links and noise abatement on the existing network are being reassessed because of changes in the basic conditions caused by an accumulation of different large-scale projects, deterioration of the federal financial situation, altered economic expectations and technical developments in the rail sector.

Does private finance have a role in Swiss transport planning?
In the case of Neat it will probably be difficult to find a prospective buyer because of the questionable profitability, the long gap between conception and introduction and the long payback period of around 100 years. For this reason the federal government will have to act as the main provider of loans for the project. Private financing will still be considered for smaller, more profitable projects. Privatising Swiss railways is not under discussion at the moment.

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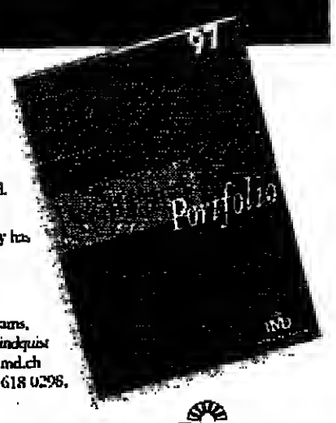

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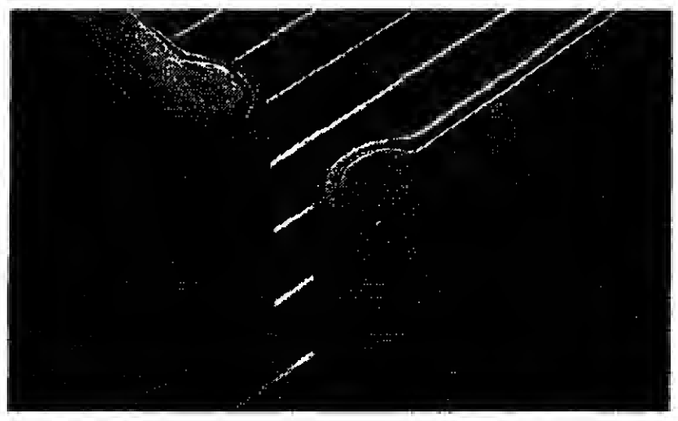

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Mar 14		Closing mid-point	Change on day	Bid/offer spread	Day's Mid high	Day's Mid low	One month Rate	One month %PA	Three months Rate	Three months %PA	One year Rate	One year %PA	Bank of Eng. Index
Europe													
Austria	(Sch)	19.1465	+0.0218	383 - 546	19.1784	19.1176	19.103	2.7	19.0465	2.1	-	-	103.8
Belgium	(BFr)	56.1156	+0.0647	623 - 688	56.2220	56.0423	55.9906	2.7	55.7306	2.7	54.4056	3.0	103.7
Denmark	(DKr)	10.3828	+0.0144	786 - 870	10.3998	10.3677	10.3608	2.5	10.3173	2.5	10.1079	2.7	106.1
Finland	(FM)	8.1253	+0.021	173 - 333	8.1640	8.1110							83.7
France	(FFr)	9.1786	+0.0203	702 - 868	9.1938	9.1647	9.1563	2.9	9.1127	2.9	8.8956	3.1	106.8
Germany	(DM)	2.7203	+0.0029	192 - 214	2.7267	2.7160	2.7136	2.9	2.7001	3.0	2.6334	3.2	105.4
Greece	(Dr)	427.817	+0.715	606 - 028	428.908	427.006	-	-	-	-	-	-	66.5
Ireland	(I£)	1.0241	-0.0004	230 - 251	1.0266	1.0228	1.0236	0.4	1.0229	0.5	1.0163	0.8	102.7
Italy	(L)	2710.40	+5.77	901 - 160	2717.52	2702.84	2713.8	-1.5	2718.65	-1.2	2721.45	-0.4	78.0
Luxembourg	(LFr)	56.1156	+0.0647	623 - 688	56.2220	56.0423	55.9906	2.7	55.7306	2.7	54.4056	3.0	103.7
Netherlands	(Fl)	3.0609	+0.0039	594 - 623	3.0669	3.0563	3.0528	3.2	3.037	3.1	2.9615	3.2	103.3
Norway	(NKr)	10.9883	+0.0483	839 - 726	10.9940	10.8843	10.9438	2.7	10.8953	2.7	10.8898	2.7	102.2
Portugal	(Es)	273.594	+0.607	445 - 742	273.931	272.973	273.734	-0.6	274.018	-0.6	-	-	94.7
Spain	(Pta)	231.226	+0.832	144 - 308	231.460	230.650	231.359	-0.7	231.226	0.0	229.751	0.6	77.8
Sweden	(SKr)	12.4247	+0.172	159 - 335	12.4827	12.2620	12.4057	1.8	12.3662	1.8	12.1702	2.0	83.1
Switzerland	(SFr)	2.3367	+0.0066	363 - 411	2.3454	2.3346	2.3309	4.5	2.313	4.6	2.2268	4.7	103.4
UK	(£)	-	-	-	-	-	-	-	-	-	-	-	97.2
Ecu	-	1.4007	+0.0012	999 - 015	1.4057	1.3978	1.3965	1.9	1.3938	2.0	1.3687	2.3	-
SDR†	-	1.164347	-	-	-	-	-	-	-	-	-	-	-
Americas													
Argentina	(Peso)	1.6001	+0.0031	997 - 005	1.6012	1.5916	-	-	-	-	-	-	-
Brazil	(R$)	1.6889	+0.0032	882 - 895	1.6898	1.6817	-	-	-	-	-	-	-
Canada	(C$)	2.1839	+0.0084	823 - 842	2.1843	2.1721	2.1774	3.2	2.1687	3.0	2.1221	2.8	85.9
Mexico	(New Peso)	12.7704	-	592 - 818	12.7896	11.1793	-	-	-	-	-	-	-
USA	($)	1.6009	+0.0038	005 - 013	1.6020	1.5919	1.6	0.7	1.5982	0.7	1.5914	0.6	104.3
Pacific/Middle East/Africa													
Australia	(A$)	2.0073	-0.0082	061 - 084	2.0141	1.9911	2.0072	0.1	2.0064	0.2	2.0023	0.2	100.1
Hong Kong	(HK$)	12.3998	+0.0308	959 - 037	12.4075	12.3299	12.3952	0.5	12.3842	0.5	12.3441	0.4	-
India	(Rs)	57.4063	+0.161	818 - 548	57.4546	57.0780	-	-	-	-	-	-	-
Israel	(Shk)	5.3918	+0.0100	855 - 980	5.3980	5.3657	-	-	-	-	-	-	-
Japan	(Y)	197.527	+1.378	422 - 632	198.070	196.590	196.557	5.9	194.697	5.7	186.067	5.8	122.9
Malaysia	(M$)	3.9654	+0.0104	636 - 672	3.9674	3.9461	-	-	-	-	-	-	-
New Zealand	(NZ$)	2.2941	+0.0094	927 - 954	2.2954	2.2792	2.297	-1.5	2.3021	-1.4	2.3223	-1.2	115.9
Philippines	(Peso)	42.1558	+0.1109	092 - 023	42.2023	42.1092	-	-	-	-	-	-	-
Saudi Arabia	(SR)	6.0041	+0.0135	024 - 057	6.0060	5.9708	-	-	-	-	-	-	-
Singapore	(S$)	2.2962	+0.0052	948 - 975	2.2975	2.2863	-	-	-	-	-	-	-
South Africa	(R)	7.1136	+0.0847	094 - 178	7.1178	7.0131	-	-	-	-	-	-	-
South Korea	(Won)	1407.98	+4.78	444 - 155	1411.55	1399.59	-	-	-	-	-	-	-
Taiwan	(T$)	44.0408	+0.0671	977 - 838	44.0838	43.8011	-	-	-	-	-	-	-
Thailand	(Bt)	41.5694	+0.1254	410 - 778	41.5800	41.3410	-	-	-	-	-	-	-

† Rates for Mar 13. Bid/offer spreads in the Pound Spot table show only the last three decimal places. Forward rates are not directly quoted to the market but are implied by current interest rates. Sterling index calculated by the Bank of England. Base average 1990 = 100. Index rebased 1/2/95. Bid, Offer and Mid-rates in both this and the Dollar Spot tables derived from THE WM/REUTERS CLOSING SPOT RATES. Some values are rounded by the F.T.

DOLLAR SPOT FORWARD AGAINST THE DOLLAR

Mar 14		Closing mid-point	Change on day	Bid/offer spread	Day's mid high	Day's mid low	One month Rate	One month %PA	Three months Rate	Three months %PA	One year Rate	One year %PA	J.P Morgan Index
Europe													
Austria	(Sch)	11.9598	-0.0133	577 - 818	12.0330	11.9550	11.9451	1.5	11.8998	2.0	11.7048	2.1	103.4
Belgium	(BFr)	35.0625	-0.0385	280 - 770	35.2750	35.0280	34.9925	2.1	34.865	2.1	34.325	2.1	103.6
Denmark	(DKr)	6.4856	-0.0058	848 - 866	6.5243	6.4830	6.4767	1.6	6.4583	1.7	6.3786	1.7	105.2
Finland	(FM)	5.0755	+0.0018	717 - 792	5.1235	5.0717	5.0667	2.1	5.048	2.2	4.9855	2.2	82.8
France	(FFr)	5.7334	-0.0001	296 - 371	5.7636	5.7296	5.7227	2.2	5.7017	2.2	5.5934	2.4	106.0
Germany	(DM)	1.6993	-0.0019	990 - 995	1.7100	1.6985	1.6961	2.3	1.6896	2.3	1.6559	2.6	104.8
Greece	(Dr)	267.235	-0.155	170 - 300	268.770	267.140	268.79	-7.0	271.36	-6.2	282.385	-5.7	66.2
Ireland	(I£)	1.5633	+0.0041	621 - 645	1.5645	1.5580	1.5628	0.3	1.5623	0.3	1.5636	0.0	-
Italy	(L)	1693.05	-0.2	260 - 350	1703.09	1692.80	1696.05	-2.1	1700.9	-1.9	1710.7	-1.0	75.7
Luxembourg	(LFr)	35.0625	-0.0385	280 - 770	35.2750	35.0280	34.9925	2.1	34.865	2.1	34.325	2.1	103.6
Netherlands	(Fl)	1.9120	-0.0019	115 - 124	1.9244	1.9108	1.9082	2.4	1.9002	2.5	1.8646	2.5	103.0
Norway	(NKr)	6.8513	+0.0148	503 - 523	6.8915	6.8240	6.8476	0.7	6.8419	0.5	6.8163	0.5	101.6
Portugal	(Es)	170.900	-0.005	850 - 950	171.500	170.850	171.03	-0.9	171.18	-0.7	170.915	0.0	95.1
Spain	(Pta)	144.435	+0.07	420 - 450	145.070	144.280	144.525	-0.8	144.845	-0.8	144.44	0.0	77.5
Sweden	(SKr)	7.7611	+0.0902	575 - 646	7.8108	7.6955	7.7583	0.4	7.7485	0.7	7.7011	0.8	83.8
Switzerland	(SFr)	1.4615	+0.0021	610 - 620	1.4688	1.4605	1.4567	3.9	1.4473	3.9	1.4018	4.1	103.2
UK	(£)	1.6009	+0.0038	005 - 013	1.6020	1.5918	1.6	0.7	1.5982	0.7	1.5914	0.6	87.0
Ecu	-	1.1430	+0.0016	426 - 433	1.1433	1.1360	1.1442	-1.2	1.1467	-1.3	1.162	-1.7	-
SDR†	-	0.72595	-	-	-	-	-	-	-	-	-	-	-
Americas													
Argentina	(Peso)	0.9995	-0.0003	995 - 995	0.9995	0.9995	-	-	-	-	-	-	-
Brazil	(R$)	1.0550	-0.0004	548 - 551	1.0570	1.0547	-	-	-	-	-	-	-
Canada	(C$)	1.3638	+0.0008	635 - 640	1.3669	1.3633	1.3609	2.5	1.3557	2.4	1.3343	2.2	85.8
Mexico	(New Peso)	7.9770	-0.018	720 - 820	7.9820	7.9710	8.095	-17.8	8.3615	-19.3	9.222	-15.6	-
USA	($)	-	-	-	-	-	-	-	-	-	-	-	105.0
Pacific/Middle East/Africa													
Australia	(A$)	1.2538	-0.008	534 - 542	1.2542	1.2534	1.2545	-0.7	1.2563	-0.8	1.2606	-0.5	101.5
Hong Kong	(HK$)	7.7455	+0.0018	450 - 460	7.7460	7.7445	7.7454	0.0	7.7459	0.0	7.757	-0.1	-
India	(Rs)	35.8600	+0.02	400 - 800	35.8800	35.8400	36.075	-7.2	36.535	-7.6	-	-	-
Israel	(Shk)	3.3680	-0.0009	649 - 710	3.3723	3.3649	-	-	-	-	-	-	-
Japan	(Y)	123.385	+0.885	350 - 420	124.110	123.100	122.85	5.2	121.825	5.1	117.025	5.2	124.0
Malaysia	(M$)	2.4770	+0.001	765 - 775	2.4795	2.4760	2.4798	-1.4	2.4852	-1.3	2.5065	-1.2	-
New Zealand	(NZ$)	1.4330	+0.0027	325 - 335	1.4335	1.4320	1.4353	-1.9	1.4396	-1.8	1.4603	-1.9	-
Philippines	(Peso)	26.3325	+0.01	100 - 550	26.3550	26.3100	-	-	-	-	-	-	-
Saudi Arabia	(SR)	3.7504	-0.0001	503 - 505	3.7505	3.7503	3.7506	-0.1	3.7511	-0.1	3.753	-0.1	-
Singapore	(S$)	1.4343	-	338 - 348	1.4356	1.4338	1.4321	1.5	1.4275	1.9	1.4069	2.0	-
South Africa	(R)	4.4435	+0.043	420 - 450	4.4450	4.4000	4.4842	-11.0	4.5592	-10.4	4.874	-9.7	-
South Korea	(Won)	879.500	+1	500 - 500	881.500	877.500	-	-	-	-	-	-	-
Taiwan	(T$)	27.5100	+0.02	900 - 300	27.5390	27.4900	27.5101	0.0	27.5103	0.0	-	-	-
Thailand	(Bt)	25.9600	+0.02	550 - 650	25.9770	25.9550	26.05	-4.2	26.2175	-4.0	26.855	-3.4	-

† SDR rate per $ for Mar 13. Bid/offer spreads in the Dollar Spot table show only the last three decimal places. Forward rates are not directly quoted to the market but are implied by current interest rates. UK, Ireland & ECU are quoted in US currency. J.P. Morgan nominal indices Mar 13: Base average 1990=100.

WORLD INTEREST RATES

MONEY RATES

March 14	Over night	One month	Three mths	Six mths	One year	Lomb. inter.	Dis. rate	Repo rate
Belgium	3 9/32	3 5/16	3⅜	3⅜	3½	6.00	2.50	-
week ago	3 9/32	3 5/16	3 11/32	3 11/32	3 7/16	6.00	2.50	-
France	3¼	3¼	3⅜	3½	3 19/32	3.10	-	4.75
week ago	3¼	3¼	3⅜	3 15/32	3½	3.10	-	4.75
Germany	3⅛	3⅛	3⅛	3⅛	3⅜	4.50	2.50	3.00
week ago	3⅛	3⅛	3 5/32	3¼	3⅜	4.50	2.50	3.00
Ireland	5⅞	5 13/16	5¾	5 13/16	5¾	-	-	6.25
week ago	5⅞	5 27/32	5 13/16	5 13/16	5¾	-	-	6.25
Italy	7 13/32	7⅜	7⅜	7 7/32	7¼	8.25	8.75	7.35
week ago	7⅜	7¼	7⅜	7 3/16	6 15/16	8.25	8.75	7.35
Netherlands	3⅛	3⅛	3⅛	3⅛	3⅜	-	3.00	3.30
week ago	2 15/16	3⅛	3⅛	3¼	3⅜	-	3.00	3.30
Switzerland	1⅞	1 13/16	1⅞	1⅞	1 13/16	-	1.00	-
week ago	1¾	1 13/16	1 13/16	1 13/16	1 13/16	-	1.00	-
US	5⅜	5 13/32	5 9/16	5⅝	5 29/32	-	5.00	-
week ago	5⅜	5 13/32	5½	5 21/32	6	-	5.00	-
Japan	15/32	17/32	19/32	⅝	25/32	-	0.50	-
week ago	15/32	17/32	19/32	19/32	¾	-	0.50	-
■ $ LIBOR FT London								
Interbank Fixing	-	5 13/32	5 17/32	5¾	6⅛	-	-	-
week ago	-	5 13/32	5⅛	5¾	6⅛	-	-	-
US Dollar CDs	-	5.18	5.25	5.35	5.61	-	-	-
week ago	-	5.18	5.22	5.37	5.67	-	-	-
ECU Linked Ds	-	4⅜	4 7/16	4⅜	4 7/16	-	-	-
week ago	-	4⅜	4 7/16	4 7/16	4 7/16	-	-	-
SDR Linked Ds	-	3⅝	3⅝	3 9/16	3 25/32	-	-	-
week ago	-	3⅝	3⅝	3 7/16	3 25/32	-	-	-

$ LIBOR interbank fixing rates are offered rates for $10m quoted to the market by four reference banks at 11am each working day. The banks are: Bankers Trust, Bank of Tokyo Mitsubishi, Barclays and National Westminster.
Mid rates are shown for the domestic Money Rates, US$ CDs, ECU & SDR Linked Deposits (Ds).

EURO CURRENCY INTEREST RATES

Mar 14	Short term	7 days notice	One month	Three months	Six months	One year
Belgian Franc	3¼ - 3	3 13/32 - 3 11/32	3⅝ - 3½	3 15/32 - 3 7/16	3 15/32 - 3 7/16	3 9/16 - 3 15/32
Danish Krone	3 15/32 - 3 11/32	3 13/32 - 3 11/32	3⅝ - 3½	3¾ - 3⅝	3 13/16 - 3 23/32	3 13/16 - 3¾
German Mark	3⅛ - 3	3 3/16 - 3 1/16	3 3/16 - 3 1/16	3 9/32 - 3 3/16	3 5/16 - 3 3/16	3 13/32 - 3 5/16
Dutch Guilder	3 3/16 - 3⅛	3 3/16 - 3 1/32	3 3/16 - 3 1/16	3¼ - 3 3/16	3 5/16 - 3 7/32	3 13/32 - 3 5/16
French Franc	3 5/16 - 3 3/16	3 3/16 - 3 1/16	3 5/16 - 3 3/16	3⅜ - 3 9/32	3 7/16 - 3 11/32	3 19/32 - 3 7/16
Portuguese Esc.	6 7/32 - 6 3/32	6¼ - 6 1/16	6 3/32 - 6 3/32	6 3/16 - 6⅛	6 - 5 15/16	5 31/32 - 5 23/32
Spanish Peseta	5⅞ - 5 23/32	5 29/32 - 5¾	5 29/32 - 5 25/32	5 13/16 - 5¾	5¾ - 5 21/32	5¾ - 5 11/16
Sterling	6 1/16 - 5 15/16	5 31/32 - 5⅞	6 1/16 - 6	6 3/16 - 6⅛	6⅜ - 6 5/16	6 19/32 - 6 15/32
Swiss Franc	2 - 1⅝	1 29/32 - 1 13/16	2 - 1 27/32	1 29/32 - 1 13/16	1 29/32 - 1 13/16	1 15/16 - 1 27/32
Canadian Dollar	3 1/16 - 2 13/16	3 1/16 - 2⅞	3 3/16 - 2 31/32	3 7/32 - 3 3/32	3 7/16 - 3 5/16	3 31/32 - 3 27/32
US Dollar	5¼ - 5⅛	5 11/32 - 5¼	5 15/32 - 5⅜	5 9/16 - 5 15/32	5¾ - 5⅝	6 1/16 - 5 15/16
Italian Lira	7 13/16 - 6 29/32	7 7/16 - 7 11/32	7⅜ - 7¼	7 11/32 - 7¼	7 13/32 - 7 5/16	7⅜ - 7 1/16
Japanese Yen	17/32 - ½	9/16 - 7/16	15/32 - 13/32	19/32 - 17/32	9/16 - ½	23/32 - 21/32
Asian $Sing	3 5/16 - 3 3/16	3 5/16 - 3 3/16	3 5/16 - 3 3/16	3¼ - 3⅛	3 5/16 - 3 3/16	3 7/16 - 3 5/16

Short term rates are call for the US Dollar and Yen, others: two days' notice.

■ **THREE MONTH EURODOLLAR** (IMM) $1m points of 100%

	Open	Sett price	Change	High	Low	Est. vol	Open int.
Mar	94.42	94.42	-	94.42	94.40	70,057	321,496
Jun	94.14	94.17	+0.03	94.18	94.14	149,954	449,049
Sep	93.90	93.94	+0.04	93.96	93.90	186,887	340,731

■ **US TREASURY BILL FUTURES** (IMM) $1m per 100%

	Open	Sett price	Change	High	Low	Est. vol	Open int.
Mar	94.88	94.86	-	94.67	94.86	1,294	2,399
Jun	94.71	94.73	+0.02	94.74	94.70	835	5,031
Sep	94.47	94.50	+0.04	94.51	94.47	145	2,188

All Open interest figs. are for previous day

CROSS RATES AND DERIVATIVES

EXCHANGE CROSS RATES

Mar 14		BFr	DKr	FFr	DM	I£	L	Fl	NKr	Es	Pta	SKr	SFr	£	C$	$	Y	Ecu
Belgium	(BFr)	100	18.50	16.36	4.848	1.825	4830	5.455	19.55	487.6	412.0	22.14	4.169	1.782	3.891	2.853	352.0	2.497
Denmark	(DKr)	54.06	10	8.842	2.620	0.987	2611	2.949	10.57	263.6	222.7	11.97	2.253	0.963	2.103	1.542	190.3	1.350
France	(FFr)	61.14	11.31	10	2.964	1.116	2953	3.335	11.95	298.1	251.9	13.53	2.548	1.090	2.379	1.744	215.2	1.526
Germany	(DM)	20.63	3.816	3.374	1	0.376	996.3	1.125	4.033	100.6	85.00	4.566	0.860	0.368	0.803	0.589	72.61	0.515
Ireland	(I£)	54.79	10.14	8.963	2.656	1	2646	2.988	10.71	267.2	225.8	12.13	2.284	0.977	2.132	1.563	192.9	1.368
Italy	(L)	2.070	0.383	0.339	0.100	0.038	100.	0.113	0.405	10.10	8.531	0.458	0.086	0.037	0.081	0.059	7.288	0.052
Netherlands	(Fl)	18.33	3.391	2.998	0.889	0.335	885.3	1	3.584	89.38	75.53	4.057	0.764	0.327	0.713	0.523	64.52	0.458
Norway	(NKr)	51.15	9.462	8.368	2.479	0.933	2470	2.790	10	249.4	210.8	11.32	2.132	0.912	1.990	1.459	180.0	1.277
Portugal	(Es)	20.51	3.794	3.355	0.994	0.374	990.5	1.119	4.010	100.	84.50	4.539	0.855	0.365	0.798	0.585	72.19	0.512
Spain	(Pta)	24.27	4.490	3.970	1.176	0.443	1172	1.324	4.745	118.3	100.	5.372	1.012	0.433	0.944	0.692	85.42	0.606
Sweden	(SKr)	45.18	8.357	7.390	2.190	0.824	2182	2.465	8.839	220.3	186.2	10	1.883	0.805	1.758	1.289	159.0	1.128
Switzerland	(SFr)	23.99	4.438	3.924	1.163	0.438	1159	1.309	4.690	117.0	98.85	5.310	1	0.428	0.933	0.684	84.44	0.599
UK	(£)	56.11	10.38	9.178	2.720	1.024	2710	3.061	10.97	273.6	231.2	12.42	2.338	1	2.183	1.601	197.5	1.401
Canada	(C$)	25.70	4.755	4.204	1.246	0.469	1241	1.402	5.025	125.3	105.9	5.689	1.071	0.458	1	0.733	90.47	0.642
US	($)	35.05	6.483	5.733	1.699	0.640	1693	1.912	6.852	170.9	144.4	7.758	1.461	0.625	1.364	1	123.4	0.875
Japan	(Y)	28.41	5.256	4.647	1.377	0.518	1372	1.550	5.554	138.5	117.1	6.289	1.184	0.506	1.105	0.811	100.	0.709
Ecu		40.05	7.409	6.551	1.941	0.731	1934	2.185	7.830	195.3	165.0	8.865	1.670	0.714	1.558	1.143	141.0	1

Danish Kroner, French Franc, Norwegian Kroner, and Swedish Kroner per 10; Belgian Franc, Yen, Escudo, Lira and Peseta per 100.

■ **D-MARK FUTURES** (IMM) DM 125,000 per DM

	Open	Sett price	Change	High	Low	Est. vol	Open int.
Mar	0.5858	0.5904	+0.0045	0.5914	0.5853	8,283	52,903
Jun	0.5889	0.5938	+0.0046	0.5948	0.5882	33,917	84,461
Sep	0.5936	0.5976	+0.0045	0.5985	0.5929	69	2,399

■ **SWISS FRANC FUTURES** (IMM) SFr 125,000 per SFr

	Open	Sett price	Change	High	Low	Est. vol	Open int.
Mar	0.6819	0.6867	+0.0047	0.6876	0.6810	4,253	19,711
Jun	0.6869	0.6930	+0.0048	0.6942	0.6870	23,401	38,645
Sep	0.6945	0.6996	+0.0049	0.7005	0.6936	218	1,922

■ **JAPANESE YEN FUTURES** (IMM) Yen 12.5 per Yen 100

	Open	Sett price	Change	High	Low	Est. vol	Open int.
Mar	0.8102	0.8106	+0.0002	0.8125	0.8061	11,624	34,310
Jun	0.8210	0.8211	+0.0003	0.8231	0.8163	42,478	57,793
Sep	0.8305	0.8322	+0.0002	0.8335	0.8278	146	670

■ **STERLING FUTURES** (IMM) £62,500 per £

	Open	Sett price	Change	High	Low	Est. vol	Open int.
Mar	1.5960	1.6012	+0.0044	1.6040	1.5940	3,193	24,857
Jun	1.5948	1.5988	+0.0046	1.6018	1.5916	10,343	32,156
Sep	1.5960	1.5964	+0.0046	1.5980	1.5900	2	1,257

■ **PHILADELPHIA SE £/$ OPTIONS** £31,250 (cents per pound)

Strike Price	CALLS Mar	CALLS Apr	CALLS May	PUTS Mar	PUTS Apr	PUTS May
1.590	1.23	2.20	3.03	0.01	0.87	1.93
1.600	0.29	1.52	2.51	0.02	1.41	2.38
1.610	-	1.11	2.08	0.65	1.93	2.88

Previous day's vol., Calls 432 Puts 1,130 . Prev. day's open int., Calls 38,482 Puts 51,013

■ **PHILADELPHIA SE D-MARK/$ OPTIONS** DM62,500 ($ per DM)

Strike Price	CALLS Mar	CALLS Apr	CALLS May	PUTS Mar	PUTS Apr	PUTS May
0.585	-	-	1.35	-	-	0.56
0.590	0.06	0.69	1.05	0.01	0.52	0.77
0.595	-	0.48	0.80	0.41	0.78	1.02

Previous day's vol., Calls 607 Puts 681 . Prev. day's open int., Calls 35,580 Puts 34,066

UK INTEREST RATES

LONDON MONEY RATES

Mar 14	Over-night	7 days notice	One month	Three months	Six months	One year
Interbank Sterling	6 3/16 - 5½	6 1/16 - 5 15/16	6 1/16 - 5 15/16	6¼ - 6⅛	6 3/16 - 6 5/16	6 11/16 - 6 9/16
Sterling CDs	-	-	6 1/32 - 5 15/16	6⅛ - 6 1/16	6 9/32 - 6 3/16	6⅝ - 6 9/16
Treasury Bills	-	-	5⅞ - 5¾	6 - 5 15/16	-	-
Bank Bills	-	-	5 15/16 - 5⅞	5 31/32 - 5 29/32	6 3/16 - 6⅛	-
Local authority deps.	5 15/16 - 5 11/16	5 15/16 - 5 13/16	6 1/16 - 5 15/16	6 3/16 - 6 1/16	6 11/32 - 6 7/32	6 19/32 - 6 15/32
Discount Market deps	5⅞ - 5¾	5⅞ - 5¾	-	-	-	-

UK clearing bank base lending rate 6 per cent from October 30, 1996

	Up to 1 month	1-3 month	3-6 months	6-9 months	9-12 months
Certs of Tax dep. (£100,000)	2½	5½	5	5	4½

Certs of Tax dep. under £100,000 is 2½pc. Deposits withdrawn for cash 1½pc.
Ave. tender rate of discount on Mar 14, 5.8452pc. ECGD fixed rate Stg. Export Finance. Make up day Feb 28, 1997. Agreed rate for period Mar 26, 1997 to Apr 21, 1997, Scheme III 7.53pc. Reference rate for period Feb 1, 1997 to Feb 28, 1997, Schemes IV & V 6.286pc. Finance House Base Rate 6½pc from Mar 1, 1997

BANK OF ENGLAND TREASURY BILL TENDER

	Mar 14	Mar 7		Mar 14	Mar 7
Bills on offer	£400m	£400m	Top accepted rate	5.8560%	5.8156%
Total of applications	£1857m	£1853m	Ave. rate of discount	5.8425%	5.7980%
Total allocated	£400m	-	Average yield	5.9262%	6.0650%
Min. accepted bid	£98.540	£98.550	Offer at next tender	£400m	£400m
Allotment at min. level	46%	-	Min. accept. bid 92 days	-	-

■ **Pound in New York**

Mar 14	— Close —	— Prev. close —
£ spot	1.6015	1.5970
1 mth	1.6006	1.5963
3 mth	1.5990	1.5945
1 yr	1.5932	1.5887

FT GUIDE to WORLD CURRENCIES
The FT Guide to World Currencies table can be found on the Markets page in today's edition.

BASE LENDING RATES

	%		%		%
Adam & Company	6.00	Duncan Lawrie	6.00	Royal Bk of Scotland	6.00
Allied Irish Bank (GB)	6.00	Exeter Bank Limited	7.00	●Singer & Friedlander	6.00
●Henry Ansbacher	6.00	Financial & Gen Bank	7.00	●Smith & Williamson Secs	6.00
Bank of Baroda	6.00	●Robert Fleming & Co	6.00	Scottish Widows Bank	6.00
Banco Bilbao Vizcaya	6.00	●Guinness Mahon	6.00	TSB	6.00
Bank of Cyprus	6.00	Habib Bank AG Zurich	6.00	United Bank of Kuwait	6.00
Bank of Ireland	6.00	●Hambros Bank	6.00	Unity Trust Bank Plc	6.00
Bank of India	6.00	Heritable & Gen Inv Bk	6.00	Western Trust	6.00
Bank of Scotland	6.00	●Hill Samuel	6.00	Whiteaway Laidlaw	6.00
Barclays Bank	6.00	C. Hoare & Co	6.00	Yorkshire Bank	6.00
Brit Bk of Mid East	6.00	Hongkong & Shanghai	6.00		
●Brown Shipley & Co Ltd	6.00	Investec Bank (UK) Ltd	6.00		
Citibank NA	6.00	Julian Hodge Bank	6.00		
Clydesdale Bank	6.00	●Leopold Joseph & Sons	6.00		
The Co-operative Bank	6.00	Lloyds Bank	6.00		
Coutts & Co	6.00	Midland Bank	6.00		
Cyprus Popular Bank	6.00	NatWestminster	6.00		
		●Rea Brothers	6.00		

● Members of London Investment Banking Association
* In administration

OTHER STATISTICS

STOCK INDICES

	Mar 14	Mar 13	Mar 12	Mar 11	Mar 10	1996/97 High	1996/97 Low	Since comp. High	Since comp. Low
FTSE 100	4424.3	4387.7	4422.5	4444.3	4437.4	4444.3	3632.3	4444.3	986.9
FTSE 250	4707.8	4720.2	4725.1	4728.4	4726.2	4728.4	4013.3	4728.4	1379.4
FTSE 250 ex IT	4751.7	4763.8	4766.8	4771.8	4773.8	4773.8	4024.4	4773.8	1378.3
FTSE 350	2184.4	2175.2	2185.4	2194.3	2191.6	2194.3	1816.6	2194.3	664.5
FTSE SmallCap	2365.20	2374.09	2374.20	2370.86	2368.14	2374.20	1954.05	2374.20	1363.79
FTSE SmallCap ex IT	2373.73	2382.36	2380.44	2376.57	2373.93	2382.36	1268.67	2382.36	1268.67
FTSE All-Share	2154.51	2146.80	2156.05	2163.94	2161.13	2163.94	1791.95	2163.94	61.92
FTSE Fledgling	1339.11	1346.52	1345.93	1344.55	1342.99	1346.52	1108.94	1346.52	31.14
FTSE Eurotrack 100	2174.00	2183.58	2204.47	2231.93	2219.55	2231.93	1504.40	2231.93	900.45
FTSE Eurotrack 200	2208.37	2212.55	2230.25	2257.03	2243.24	2258.03	1584.49	2258.03	938.82
FT 30	2930.2	2907.3	2922.6	2927.9	2931.4	2931.4	2568.8	2931.4	49.4
FT Govt Securities	95.24	95.20	95.50	95.77	95.90	96.74	91.57	127.40	49.18
FT Fixed Interest	118.91	119.35	119.43	119.72	119.59	128.18	110.60	133.87	50.53
FT Gold Mines	1792.69	1810.36	1809.79	1818.62	1789.06	2520.73	1674.81	2520.73	932.16

RIGHTS OFFERS

Issue price p	Amount paid up	Latest Renun. date	1996/97 High	1996/97 Low	Stock	Closing price p	+or-
137	Nil	2/4	41pm	27½pm	Grantchester	40½pm	+1
100	Nil	3/4	25pm	21pm	PTS	21½pm	-1

pm premium.

LONDON RECENT ISSUES: EQUITIES

Issue price p	Amt paid up	Mkt. cap (£m.)	1996/97 High	1996/97 Low	Stock	Close price p	+/-	Net div.	Div. cov.	Grs yld	P/E net
§100	F.P.	3.16	111½	103½	†Anglo-Welsh	103½		L2.4	-	2.9	-
§125	F.P.	21.1	148½	121½	†Aortech	122½		-	-	-	-
§100	F.P.	25.0	100	100	Aurora Inv Trust	100		-	-	-	-
§50	F.P.	25.5	64	51	†Birmingham City	51	-½	-	-	-	-
§	F.P.	1.60	1½	½	†Do Warrants	1		-	-	-	-
	F.P.	3.04	17½	13¼	†Cambridge Mineral	14	+½	-	-	-	-
75½	F.P.	2,686	77½	55	Centrica	60¼	-⅛	-	-	-	-
§250	F.P.	94.5	335	305	Core Group	325	-3	-	-	-	-
§200	F.P.	12.2	270	240	†Dobbies Garden	260		L4.5	2.2	2.2	26.8
525	F.P.	2,668	570½	505	Energy Group	512	-6½	W21.0	2.5	5.1	9.9
§160	F.P.	24.5	188½	178½	Grovend Coh Sys	186½		-	-	-	-
§26	F.P.	5.90	31½	28½	Houle	30½		-	-	-	1.6
§140	F.P.	19.8	171	154	Nord Anglo Ed	154	-6	W3.82	1.6	3.2	16.3
§	F.P.	66.1	292½	220	Ped Group	273½	+3	5.43	2.4	2.5	21.3
§100	F.P.	30.0	100	89	River&Merc 1st UK	100		-	-	-	-
§	F.P.	10.6	6	3¼	†Screen	5½		-	-	-	22.7
	F.P.	12.8	62½	47½	TR Euro Gwth Wts	59½	-1	-	-	-	-
§	F.P.	28.7	128½	95½	Technoplast	113½		-	-	-	-
§110	F.P.	119.6	124½	119½	Usher Trowbridge	121	-2½	W3.5	3.0	3.6	11.7
§40	F.P.	5.93	43½	40½	†VFG	41½		-	-	-	28.2

† Alternative Investment Market. § Placing price. * Introduction. For a full explanation of all other symbols please refer to The London Share Service notes.

BANK RETURN

BANKING DEPARTMENT	Wednesday March 12, 1997	Increase or decrease for week
Liabilities	£	£
Capital	14,553,000	
Public deposits	1,192,468,196	-60,269,747
Bankers deposits	2,084,023,210	+64,112,105
Reserve and other accounts	3,192,938,761	-73,642,289
	6,483,983,167	-69,819,931
Assets		
Government securities	1,282,422,115	-45,565,000
Advance and other accounts	4,719,548,004	+731,105,373
Premises, equipment and other secs	475,022,434	-753,656,389
Notes	6,878,945	-1,705,620
Coin	113,669	+1,709
	6,483,983,167	-69,819,931
ISSUE DEPARTMENT		
Liabilities		
Notes in circulation	20,743,123,055	-28,294,380
Notes in Banking Department	6,876,945	-1,705,620
	20,750,000,000	-30,000,000
Assets		
Other Government securities	14,152,973,150	+2,270,822,091
Other Securities	6,597,026,850	-2,300,822,091
	20,750,000,000	-30,000,000

FT GOLD MINES INDEX

	Mar 14	% chg since 31/12/96	Mkt Cap $bn	% of Gold Mines	Gross div yield %	P/E ratio	52 week High	52 week Low
Gold Mines Index (32)	1792.69	-1.8	49.89	100.00	1.86	-	2405.53	1674.81
■ **Regional Indices**								
Africa (14)	2089.54	-1.8	12.43	25.06	4.26	31.26	3252.10	1918.45
Australasia (6)	2064.61	-6.9	5.43	10.95	2.45	22.00	2644.14	1941.72
North America (12)	1680.05	-0.5	31.73	63.99	0.53	64.25	2134.81	1550.58

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UK GILTS PRICES

	Notes	Price £	Wk % +/-	Amnt £m	Interest due	Last xd	City line
Shorts* (Lives up to Five Years)							
Exch 10½pc 1997		100⅛	—	3,700	Au21 Fe21	12.2	1253
Treas Cnv 7pc 1997‡‡		100	—	1,988	Fe6 Au6	28.1	4491
Treas 8¾pc 1997‡‡		101⅞	—	5,550	Mr1 Se1	20.2	1341
Exch 15pc 1997		105¼	-.2	830	Oc27 Oc27	17.10	1269
Exch 9¾pc 1998		102	-.1	3,550	Jy19 Ja19	8.1	1273
Treas 7¼pc 1998‡‡		100	—	8,150	Se30 Mr30	19.8	1788
Treas 15½pc '98‡‡		113	-.2	835	Mr30 Se30	19.8	1308
Exch 12pc 1998		108	-.1	3,909	My20 Nv20	11.11	1259
Treas 9½pc 1999‡‡		104	-.1	1,900	Jy15 Ja15	8.1	1347
Treas Flg Rate 1999‡‡		100	—	5,700	9Mr.Je.Se.De	2.12	4845
Exch 12¼pc 1999		110	-.1	3,050	Se26 Mr26	18.9	1264
Treas 10½pc 1999		107	-.1	1,252	Nv19 My19	8.11	1286
Treas 6pc 1999‡‡		98	-.1	6,950	Fe10 Au10	30.1	3635
Conversion 10¼pc 1999		108	-.1	1,798	My22 Nv22	13.11	1242
Conv 9pc 2000‡‡		105¼	-.1	5,358	Se3 Mr3	20.2	1244
Treas 13pc 2000		117	-.2	3,171	Ja14 Jy14	3.1	1269
Treas 14pc 1998-1		108	-.1	970	Nv22 My22	13.11	1308
Treas 8pc 2000‡‡		103	-.2	8,800	Je7 De7	28.11	4946
Treas Flg Rate 2001		100	—	3,000	8Oc.Ja.Ap.Jy	7.1	-
Treas 10pc 2001		110	-.2	4,406	Au26 Fe26	17.2	1280
Treas 7pc 2001‡‡		100	-.2	12,750	My6 Nv6	28.10	3031
Five to Fifteen Years							
Treas 7pc 2002‡‡		100	-.1	4,900	De7 Je7	-	-
Treas 9¾pc 2002		111	-.1	8,527	Fe27 Au27	18.2	1349
Treas 8pc 2003‡‡		104⅛	-.1	8,800	Ja10 De10	29.11	2010
Treas 10pc 2003		114⅛	-.2	2,503	Mr8 Se8	27.2	1281
Treas 11½pc 2001-4		115xd	-.2	1,620	Se19 Mr19	10.3	1290
Funding 3½pc 1999-4		86	—	543	Ja14 Jy14	3.1	1274
Conversion 9½pc 2004		112	-.2	3,412	Oc25 Oc25	15.10	1248
Treas 6¾pc 2004‡‡		97	-.3	6,500	My26 Nv26	15.11	3541
Conv 9½pc 2005		113	-.3	4,842	Oc18 Ap18	8.10	1247
Treas 12½pc 2003-5		127	-.2	2,200	My21 Nv21	12.11	1295
Treas 8½pc 2005‡‡		107	-.2	10,373	Je7 De7	28.11	4946
Treas 7½pc 2006‡‡		101	-.3	11,700	Je7 De7	28.11	1146
Treas 7¾pc 2006‡‡		102½	-.3	4,000	Mr8 Se8	27.2	2300
Treas 8pc 2002-6‡‡		105	—	2,050	Ap5 Oc5	28.9	1334
Treas 11¾pc 2003-7		121xd	-.1	3,150	Jy22 Ja22	13.1	1293
Treas 8½pc 2007‡‡		108	-.3	7,397	Ja16 Jy16	7.1	1339
Treas 7 1/4pc 2007‡‡		99	-.4	2,500	Je7 De7	-	-
Treas 9pc 2008‡‡		112	-.4	5,621	Ap13 Oc13	3.10	1343
Treas 8pc 2009		104xd	-.5	3,450	Mr25 Se25	14.3	1336
Treas 6 1/4pc 2010‡‡		89	-.5	4,750	Mr25 Nv25	14.11	4632
Conv 9pc Ln 2011‡‡		112¾	-.5	5,273	Jy12 Ja12	2.1	1245
Over Fifteen Years							
Treas 9pc 2012‡‡		113	-.4	5,360	Fe6 Au6	28.1	1701
Treas 5½pc 2008-12‡‡		83	-.4	1,000	Mr10 Se10	27.2	1330
Treas 8pc 2013‡‡		104	-.3	6,100	Mr27 Se27	18.9	2229
Treas 7¾pc 2012-15‡‡		101	-.4	800	Jy26 Ja26	16.1	1332
Treas 8pc 2015‡‡		104	-.6	13,787	Je7 De7	28.11	4992
Treas 8¾pc 2017‡‡		112	-.6	7,550	Fe25 Au25	14.2	1982
Treas 8pc 2021‡‡		105	-.6	11,500	Je7 De7	28.11	-
Undated							
Consols 4pc		50	-1.8	359	Au1 Fe1	24.1	1239
War Loan 3½pc‡‡		45	-.1	1,909	Je1 De1	18.11	1352
Conv 3½pc '61 Aft		62	-.8	115	Ap1 Oc1	20.9	1243
Treas 3pc '66 Aft		38	—	56	Ap5 Oc5	28.9	1324
Consols 2½pc		33	1.2	276	5Oc.Ap.Jy.Oc	23.12	1238
Treas. 2½pc		32	0.2	475	Ap1 Oc1	20.9	1315
Index-Linked	(b)						
4⅝pc '98‡‡	(135.6)	114	-.1	800	Ap27 Oc27	17.10	1753
2½pc '01	(78.3)	195xd	-.2	2,150	Mr24 Se24	13.3	1316
2½pc '03	(78.8)	182	-.3	2,300	My20 Nv20	11.11	1317
4⅜pc '04‡‡	(135.6)	118	-.3	1,150	Ap21 Oc21	10.10	1255
2pc '06	(69.5)	192	-.4	2,350	Ja19 Jy19	9.1	1314
2½pc '09	(78.8)	173	-.5	2,400	My20 Nv20	11.11	1318
2½pc '11	(74.6)	179	-.5	2,950	Fe23 Au23	13.2	1319
2½pc '13	(89.2)	147	-.5	3,400	Fe16 Au16	6.2	1320
2½pc '16	(81.6)	157	-.4	3,400	Ja26 Jy26	16.1	1321
2½pc '20	(83.0)	150	-.5	3,350	Ap16 Oc16	7.10	1322
2½pc '24‡‡	(97.7)	125	-.5	3,400	Ja17 Jy17	6.1	1323
4⅛pc '30‡‡	(135.1)	122xd	-.5	1,300	Ja16 Jy22	13.1	1134

(b) Figures in parentheses show RPI base for indexing, (ie 8 months prior to issue) and have been adjusted to reflect rebasing of RPI to 100 in February 1987. Conversion factor 3.945. RPI for June 1996: 153.0 and for January 1997: 154.4.

Other Fixed Interest

	Notes	Price £	Wk % +/-	Amnt £m	Interest due	Last xd	City line
Asian Dev 10¼pc 2009		120	-.8	100	Mr24 Se24	3.93	-
B'ham 11½pc 2012		130	-1.5	45	My15 Nv15	15.10	1537
Leeds 13½pc 2006		136xd	-.7	40	Ap1 Oc1	10.3	3146
Liverpool 3½pc Irred		42xd	-2.3	5	1Ap.Jy.Oc.Ja	3.3	-
LCC 3pc '20 Aft		37	-2.5	28	1Mr.Je.Se.De	3.2	-
Manchester 11½pc 2007		125½	-.8	6	Ap25 Oc25	30.9	3275
Met. Wtr. 3pc 'B'		82	1.2	25	Mr1 Se1	3.2	3361
N'wide Anglia 3⅞pc 2021		146	—	60	Ja30 Jy30	16.12	3465
4⅝pc IL 2024		142	—	50	Au23 Fe23	13.1	-
Utd Mex States 16½pc 2008		135	—	50	Mr1 Se1	30.1	-

● 'Tap' stock. ‡‡ Tax-free to non-residents on application. E Auction basis. xd Ex dividend. Closing mid-prices are shown in pounds per £100 nominal of stock. Weekly percentage changes are calculated on a Friday to Friday basis.

Christiania Bank og Kreditkasse
(Incorporated in the Kingdom of Norway with limited liability)
U.S.$250,000,000
Floating Rate Subordinated Notes Due 2001
Notice is hereby given that the Rate of Interest has been fixed at 5.6875% and that the interest payable on the relevant Interest Payment Date September 17, 1997, against Coupon No. 22 in respect of US$10,000 nominal of the Notes will be US$290.69 and in respect of US$250,000 nominal of the Notes will be US$7,267.25.
March 17, 1997, London
By: Citibank, N.A. (Corporate Agency & Trust), Agent Bank CITIBANK

HongkongBank
The Hongkong and Shanghai Banking Corporation Limited
(Incorporated in Hong Kong with limited liability)
U.S.$400,000,000
PRIMARY CAPITAL UNDATED FLOATING RATE NOTES
(SECOND SERIES)
Notice is hereby given that the Rate of Interest has been fixed at 5.8125% and that the interest payable on the relevant Interest Payment Date June 17, 1997, in respect of US$5,000 nominal of the Notes will be US$74.27 and in respect of US$100,000 nominal of the Notes will be US$1,485.42.
March 17, 1997, London
By: Citibank, N.A., (Corporate Agency & Trust), Agent Bank CITIBANK

Notice to Bondholders
Hanil Cement Manufacturing Co., Ltd.
(Incorporated in the Republic of Korea with limited liability)
(the "Company")
U.S. $15,500,000
0.25% Convertible Bonds due 2004
(the "Bonds")
NOTICE IS HEREBY GIVEN to the holders of the Bonds that due to a bonus issue of common shares to the shareholders registered as of 5:00 p.m. (Seoul time) on March 15, 1997 the Conversion Price of the Bonds is adjusted from Won 58,014 to Won 52,824 effective on March 15, 1997, pursuant to the provisions of the Trust Deed constituting the Bonds.
The Chase Manhattan Bank
for and on behalf of
Hanil Cement Manufacturing Co., Ltd.
CHASE

NACIONAL FINANCIERA, S.N.C., Trust Division
as trustee of the Nafin Finance Trust
(a trust under the laws of Mexico)
US$200,000,000 Guaranteed Floating Rate Notes due 1997
Unconditionally and Irrevocably Guaranteed by
NACIONAL FINANCIERA, S.N.C.
Notice is hereby given that the Rate of Interest has been fixed at 8.09375% and that the interest payable on the relevant Interest Payment date June 16, 1997 against Coupon No. 18 in respect of US$10,000 originally issued face amount of the notes will be US$2.42.
March 17, 1997
By: Citibank, N.A., (Corporate Agency & Trust), Agent Bank CITIBANK

U.S. $500,000,000
CITICORP
Subordinated Bank Adjustable Note Capital Securities BANCS
Notice is hereby given that the Rate of Interest has been fixed at 5.875% and that the interest payable on the relevant Interest Payment Date June 17, 1997 against Coupon No. 42 in respect of US$50,000 nominal of the Notes will be US$750.69.
March 17, 1997, London
By: Citibank, N.A. (Corporate Agency & Trust), Agent Bank CITIBANK

CITICORP
DM300,000,000
Floating Rate Notes Due December 1999 (the "Notes")
Notice is hereby given that the Rate of Interest for the Interest Period March 17, 1997 to June 16, 1997 has been fixed at 3.51563% and that the interest payable on the relevant Interest Payment Date June 16, 1997, against Coupon No. 10 will be DM8.89 in respect of DM1,000 nominal of the Notes and will be DM88.87 in respect of DM10,000 nominal of the Notes.
March 17, 1997, London
By: Citibank, N.A. (Corporate Agency & Trust), Agent Bank CITIBANK

RPS
Residential Property Securities No.3 PLC
£150,000,000
Class A2 Notes
Mortgage Backed Floating Rate Notes due 2025
Notice is hereby given that there will be a principal repayment of £3,045 per £100,000 Note pursuant to Clause (5b) of the Notes on the interest payment date 27th March 1997. The principal amount outstanding on 28th March 1997 will therefore be £83,011 per Note.
NatWest Markets

BANQUE PARIBAS
US$200,000,000
Undated floating rate securities
For the interest period from 17 March 1997 to 17 June 1997 the securities will carry an interest rate of 5.875 per annum. Interest due on 17 June 1997 will amount to US$15.01 per US$1,000 security.
Agent: Morgan Guaranty Trust Company
JPMorgan

BANQUE PARIBAS
US$400,000,000
Undated subordinated floating rate securities
For the interest period form 17 March 1997 to 17 June 1997 the securities will carry an interest rate of 5.75 per annum. Interest payable value payable 17 June 1997 per US$1,000 security will amount to US$14.69 and per US$10,000 security will amount to US$146.94.
Agent: Morgan Guaranty Trust Company
JPMorgan

European Investment Bank
ITL1,000,000,000,000
Floating Rate Notes due 2004
Notice is hereby given that the Notes will carry an Interest Rate of 7.12578% per annum for the period 17.03.1997 to 16.06.1997.
• ITL 90,062 per ITL 5,000,000 nominal
• ITL 900,620 per ITL 50,000,000 nominal
Luxembourg, March 17, 1997

BUSINESSES FOR SALE
Appear in the Financial Times on Tuesdays, Fridays and Saturdays.
For further information or to advertise in this section please contact
Karl Loynton on 0171 873 4874

Ferrovie dello Stato
LIT 500,000,000,000
Floating Rate Notes due 2002
LIT 700,000,000,000
Floating Rate Notes due 2002
2 tranches
For the period from March 17, 1997 to September 17, 1997 the Notes will carry an interest rate of 6.9875% per annum with an interest amount of LIT 178,549.44 per LIT 5,000,000 and of LIT 1,785,494.44 per LIT 50,000,000.
The relevant interest payment date will be September 17, 1997.
Agent Bank:
BANQUE PARIBAS

FT MANAGED FUNDS SERVICE

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OFFSHORE AND OVERSEAS

BERMUDA (SIB RECOGNISED)

BERMUDA (REGULATED)(**)

GUERNSEY (SIB RECOGNISED)

GUERNSEY (REGULATED)(**)

IRELAND (SIB RECOGNISED)

IRELAND (REGULATED)(**)

ISLE OF MAN (SIB RECOGNISED)

ISLE OF MAN (REGULATED)(**)

JERSEY (REGULATED)(**)

JERSEY (SIB RECOGNISED)

The Financial Times plans to publish a Survey on

Access to US Capital Markets

on Friday, April 25

For further information, please contact:
Hannah Pursall Tel: +44 171 873 4167
Fax: +44 171 873 4296
or Tim Hart in New York Tel: +1 212 745 1341
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FT Surveys

LONDON SHARE SERVICE

INV TRUSTS SPLIT CAPITAL - Cont.

OTHER INVESTMENT TRUSTS

INVESTMENT COMPANIES

LEISURE & HOTELS

LIFE ASSURANCE

MEDIA

MEDIA - Cont.

OIL EXPLORATION & PRODUCTION

OIL, INTEGRATED

OTHER FINANCIAL

PAPER, PACKAGING & PRINTING

PAPER, PACKAGING & PRINTING - Cont.

PHARMACEUTICALS

PROPERTY

PROPERTY - Cont.

RETAILERS, FOOD

RETAILERS, GENERAL

RETAILERS, GENERAL - Cont.

SUPPORT SERVICES

SUPPORT SERVICES - Cont.

TELECOMMUNICATIONS

TEXTILES & APPAREL

TEXTILES & APPAREL - Cont.

TOBACCO

TRANSPORT

WATER

AIM

AIM - Cont.

AMERICANS

CANADIANS

SOUTH AFRICANS

GUIDE TO LONDON SHARE SERVICE

Prices for the London Share Service are delivered by Extel, part of Financial Times Information.

Company classifications are based on those used for the FTSE Actuaries Share Indices.

Closing mid-prices are shown. Prices and net dividends are in pence unless otherwise indicated.

Where stocks are denominated in currencies other than sterling, this is indicated after the name. Prices shown for some of these foreign securities are converted into sterling from latest available local Stock Exchange prices.

Dividend covers are calculated on a "net" basis.

Market Capitalisations are published on Tuesdays-Saturdays except for Investment Trusts and British Funds.

† Interim since increased or resumed
‡ Interim since reduced, passed or deferred
◇ Figures or report awaited
♥ Rule 2.1(a)(v) Overseas incorporated companies listed on an approved exchange.
♣ Free annual/interim report available, see details below.
†† Rule 4.2(a) Irish incorporated non-listed companies.
‡‡ Price at time of suspension
¶ Indicated dividend after pending scrip and/or rights issue; cover relates to previous dividend or forecast.
◆ Merger bid or reorganisation in progress
§ Forecast dividend; cover based on earnings updated by latest interim statement.
Δ Unregulated collective investment scheme.

a Annualised dividend.
b Figures based on prospectus or other official estimates.
c Cents.
d Assumed dividend.
e Assumed dividend after scrip issue.
f Assumed dividend after pending scrip and/or rights issue.
g Interim higher than previous total.
h Rights issue pending.
i Earnings based on preliminary figures.
j Dividend excludes a special payment.
k Indicated dividend: cover relates to previous dividend.
n Forecast, or estimated annualised dividend rate, cover based on previous year's earnings.
p Dividend includes a special payment: Cover does not apply to special payment.
F Dividend based on prospectus or other official estimates for 1996-97.
A Assumed dividend and earnings based on latest annual accounts.
B Dividend based on prospectus or other official estimates for 1997.
C Dividend based on prospectus or other official estimates for 1998.
E Estimated annualised dividend, cover based on latest annual earnings.
M Dividend based on prospectus or other official estimates for 1996-97.
S Dividend is paid in whole or part as a PID (Foreign Income Dividend).
Q Gross.
R Forecast annualised dividend, cover based on prospectus or other official estimates.
W Pre-bonus figures.
Y Dividend total to date.

Abbreviations:
xd ex dividend;
xc ex scrip issue;
xr ex rights;
xa ex all;
xd ex capital distribution

This service is available to companies whose shares are regularly traded in the United Kingdom for a fee of £1425 a year for each security shown, subject to the Editor's discretion.

FT Share Service

The following changes have been made to the FT Share Information Service: Additions: C & B Publishing, Clan Homes, Infobank, NRP (ABA), Tea Plantations Wns (NTs) and Parkwood (SpSv). Deletions: Stbn Elect B (Elct).

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Offshore Insurances and Other Funds

OTHER OFFSHORE FUNDS

The Financial Times plans to publish a Survey on

Sicily

on Tuesday, April 29

For further information, please contact:

Lindsey Sheppard Tel: +44 171 873 3225

Fax: +44 171 873 3204

or Studio Blei in Milan Tel: +39 2 722 511

Fax: +39 2 722 51251

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FT Surveys

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Offshore Funds and Insurances

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LUXEMBOURG (SIB RECOGNISED)

ABN AMRO Funds (u)

Abtrust Fund Mngrs Luxembourg SA (u)

Aetna Master Fund (u) (z)

American Phoenix Investment Portfolios (u)

BAE Asset Management Ltd

Bank Von Ernst & Cie AG

Banque Indosuez

Barclays Diversified Portfolio (z)

Barclays Inv Funds (Luxembourg)

CMI Asset Management (Luxembourg) SA

Chase Manhattan Vista Funds

Comgest SA

Commercial Union Luxembourg SA (u)

DB Investment Management SA

Dresdner Fund (u)

Den norske Bank

Dolphin Intl Investments (u) SICAV

Dresdnerbank Asset Mngmt SA (u)

E.T. Investment Management Ltd

Euphrates Global SICAV (u)

Fidelity Funds (u)

Fidelity Funds - Contd.

Fleming Group (u)

Foreign & Colonial Emerging Markets Ltd (u)

Foreign & Colonial Portfolios Fd Sicav(u)

Frontrunner I (u)

GT Global

Gartmore Luxembourg SA (u)

HSBC Investment Funds Luxembourg SA (u)

Henderson Management SA (u)

INDS

INVESCO International Limited (u)

Jefferies

Jupiter Tyndall Global Fund

Kleinwort Benson Japanese Warrant Fund

Kleinwort Benson Select Fund (z)

Liberty Newport World Portfolio (u)

Lloyds Bank Luxembourg

Manulife Global Fund (u) (z)

Mercury Asset Management S.A.

Mercury Asset Management S.A. - Contd.

Midland Intl Circuit Fund SICAV(u)

Nikko Global Umbrella Fund

Nomura Global Fund (u)

PRICOA Worldwide Inv Portfolio Sicav (u)

Rothschild Asset Management

S-E-Banken Luxembourg SA

Sarasin Investment SICAV (u)

Schroder International Selection Fd (u)

Scottish Equitable Intl Fund SICAV (u)

Sun Life Global Management Ltd (u)

Svenska Selection Fund SICAV

Templeton Global Strategy Funds (u)

Thornton Investment Management Ltd

Threadneedle-Threadneedle Gth Assets (u)

LUXEMBOURG (REGULATED)(**)

ACM Global Investment

ACM Global Investment - Contd.

Aetna International Umbrella Fund (u)

Alliance Capital

Asahi Bank (Switzerland) Ltd

The Archipelago Fund Sicaf

Asian Development Equity Fund

Atlantas Sicav

BNP

Banque Edouard Constant Ltd

Banque Ferrier Lullin (Lux) SA

Banque Indosuez Luxembourg

Barclays Liquidity Portfolio

BIL - Keystone Asia Premier Fund

BIL Taiwan Premier Fund

Blakeney Management Ltd

CB Fund International (u)

CSFB Umbrella

Capel-Cure Myers Intl Fd Sicav (u)

Carlson Investment Management

Citicorp Investment Mgmt (Luxembourg) SA

Citiportfolio SA

Clark Capital Management Group Inc

Clemente Korea Emerging Growth Fund

Cox & Kings Overseas Fund

Credis Investment Funds

Credis Investment Funds - Contd.

Credit Commercial de France

Daiwa Japan Gem Fund

Daiwa Japan Small Equity Fd (u)

Dicom Worldwide Investment Fund

The Dragon Fund Sicav

Egypt Trust

Emerging Markets Brewery Fund SICAV

The European Asset Value Fund

FMG MIF SICAV

Fidelity Intl Inv Mngt (Luxembourg) SA

Fidelity Investment (CI) Ltd

The First Korea Smaller Companies Fund

Fischer Francis Trees & Watts

Fleming Group

Fonditalia Mgmt Company SA (Umbrella Fund)

Foreign & Colonial Emerging Markets Ltd

Framlington Russian Investment Fund

Fred Alger Management Inc

Global Funds Management S.A. (u)

Global Futures & Options SICAV

Goldman Sachs

HSBC NAPT Luxembourg SA

HTR India Fund - SICAV

HYPO Capital Mgmt Invest Luxembourg SA

Henderson Independent Fund

International Bond Trust

INVESCO International Limited

InvesSud Investment Fund SICAV

Investissements Atlantiques SA

Kleinwort Europeen Bd Fd Management SA

Korea Golden Gate Fund

Lloyds Bank Luxembourg (u)

Lombard Odier Invest (u)

MC Securities Limited London

MFS International Funds

MeesPierson Umbrella Fund

Merrill Lynch Asset Management

Merrill Lynch Asset Management - Contd.

Monterey Trust SICAV

Morgan Stanley Sicav

Murray Universal, Sicav

NICAM Asia Pacific Umbrella Fund

Nikko Bank (Luxembourg) S.A.

Nikko Capital Management

Nomura Asian Infrastructure Fd SICAV

Pacific Basin Growth Fund

Pan-Holding SA

Pictet Group

REIG Global Funds

River & Mercantile Latin American SICAV

Rosenberg Global Mngt Co SA (u)

Rosenberg Management SA (u)

Rosenberg US Japan Mngmt Co SA (u)

Rothschild (Group Edmond de)

SCI/TECH SA

Scudder, Stevens & Clark

Sector Fund

Sigma Fund SICAV

Societe Generale Emerging Europe Asset Mgt

Societe Generale Group

Southern International SICAV

State Street Luxembourg SA

Storebrand Scudder Environmental Value Fd

Svecia Securities

Swiss Bank Corporation

TCW Luxembourg Funds

Target International Ltd

Templeton Emerging Asia

Templeton Russian & East European Debt Fd

Tower Fund

Tweedy, Browne Value Funds

Union Financial Services SA Lux

Union Bancaire Privee

VLS Finance Ltd India

Van Kampen American Capital NavAgator Funds

WP Stewart Global Growth Fund

"WINTERTHUR" Fund Mngmt Co (Lux) SA

World Trust Fund

OFFSHORE INSURANCES

Abtrust International Ltd

Albany International Assurance Ltd

Allied Dunbar International Assce Ltd (z)

CMI Insurance Co Ltd

CMI Ins Co Ltd/Clerical Med Gen Life

CMI Ins Co Ltd/Clerical Med Gen Life - Contd.

Eagle Star Intl Life

Equitable Life (International)

Equity Fund Managers

Eurolife Assurance Group

Finexco International Ltd

Friends Provident International

Hansard Europe Limited

Hansard International Ltd.

Irish Life International Ltd

Isle of Man Assurance Ltd

Latrow International Group

Midland Life International Ltd

Old Mutual Guernsey

Old Mutual Hong Kong

4 pm close March 14

NEW YORK STOCK EXCHANGE PRICES

1996/97 High	Low	Stock	Div	Yld %	P/E	Sls 100s	High	Low	Close Quote	Chng Prev Close
32	24¼	AAR	0.48	1.8	21	1358	25⅞	25⅝	26	+⅛
46⅞	33	AMP	1.04	2.7	29	5533	38¼	37⅞	38¼	+⅛
97½	88	AMR			6	5158	85⅞	84⅞	85½	+1¼
50½	33¼	ASA	1.20	3.3	24	201	36⅝	36	36¼	-⅛
60⅛	36¼	Abbotl	1.00	1.9	24	10836	59¼	57⅞	57⅞	-⅞
17½	12¼	AbitibiPr x	0.40	2.5	8	417	16¼	16⅛	15¼	
20¼	13½	ABM Ind	0.40	2.2	16	32	18⅛	18	18⅛	
23	13⅞	Acptcede			6	179	20⅛	19⅞	19⅞	-⅛
69⅝	37¾	ACE Ltd	0.72	1.1	16	1117	64⅞	64⅝	64⅝	-⅛
10¼	9⅛	ACM Gvt In x	0.90	8.6	11	333	10⅝	10½	10½	
7⅞	6⅝	ACM GvOp x	0.63	8.4		83	7½	7⅜	7½	+⅛
9⅞	8⅝	ACM Msu x	0.90	9.2		166	9⅞	9⅝	9¾	+⅛
13⅞	6⅛	Acme Elect				134	6⅝	6⅜	6½	-⅛
21⅝	13⅞	Acme Mtls			68	178	16⅛	15⅝	15⅝	-½
33¼	27¼	Acordia	0.80	2.5	15	31	32⅝	32½	32⅝	+⅛
29¾	12	Actava				2592	28⅞	26½	27¼	-⅞
21¾	17⅞	Adams Expr	0.55	2.7	1	357	20⅞	20½	20⅝	
48½	10¼	AdvMic				47128	48¼	43¼	44½	-2⅞
16	8½	Advest Grp			10	188	14⅛	13⅞	13¾	-⅛
26⅛	9⅛	Advo Inc			29	15	12⅝	12½	12½	-⅛
71½	41⅛	Aegon	1.16	1.8	21	182	u73⅝	71⅝	73⅛	+2⅞
6¾	3½	Aerflx				332	4	3¾	3⅞	-⅛
67⅝	40⅞	AES Corp				z0	61⅞	61⅞	61⅞	-⅛
93⅞	57⅝	Aetna	0.80	0.9	66	3745	91¾	90	90⅞	+⅞
44	28¼	Aflac	0.40	1.0	14	903	41⅛	40¼	40⅞	+½
22	17⅛	AGL Res	1.08	5.4	14	221	19⅞	19⅝	19⅞	+¼
45¼	21¼	Ahmson	0.88	2.2	44	4761	40¼	40	40¼	-⅛
77⅝	50⅞	AirPrC	1.10	1.5	18	2677	73⅞	72⅞	73⅝	+½
28	19½	Airbus Frt	0.30	1.1	21	653	28	27½	27⅞	
27⅛	15½	Airgas			32	773	21¼	20⅞	21¼	+⅛
19⅞	13¼	Airlease	1.80	12.2	7	698	17¼	14½	14¾	-2⅞
33⅝	23⅛	AirTch			71	12478	26⅛	25⅝	25⅞	+⅞
30¾	15⅞	Alaska Air			10	1756	27	28¼	28½	+⅞
24½	17¼	Albany Int x	0.42	1.6	18	367	21⅞	21½	21¾	
24⅛	14⅛	Albmrle x				953	19¾	19¼	19¼	-⅜
30¼	19¼	AlbCuB	0.20	0.7	20	918	28⅛	27⅝	27⅞	-¼
25⅞	14⅞	AlbCoA	0.20	0.9	17	427	23⅝	23⅛	23¼	-¼
43¾	31½	Alcan	0.84	1.8	18	5973	36⅞	35⅞	36¼	+½
28¼	28¼	AlcoAl x	0.80	1.6	18	4509	37⅞	36¾	37½	+⅞
64	26½	AlexBrown	0.80	1.2	8	746	66¼	64⅞	54½	-1⅞
31⅝	28	AlleqP x	1.72	6.6	16	2124	30¼	29⅛	29⅞	-¼
27⅝	19⅞	AllegT	0.24	2.8	22	7357	u29	27⅞	28⅞	+1½
20¼	18⅞	Allegnce x	0.40	1.6	21	723	25¼	34¼	25⅛	+⅛
28⅞	14¼	Allen Com			20	503	20	19⅞	19⅞	-⅛
42	29½	Allergan	0.52	1.7	28	4177	30⅝	30	30½	+⅛
30¼	21½	Allnce Cap	2.36	8.4	12	102	28¼	25	28¼	+¼
14⅞	10	Allnce Bl				27	14½	14⅜	14⅜	
44⅝	29¾	A Irish x	1.45	3.5	18	67	42½	41½	41¾	-⅛
75⅛	47⅛	AldSig	1.04	1.4	20	5427	73⅝	72⅞	73⅛	+⅝
32¼	24¼	Allmerica	0.16	0.5	12	836	31⅝	31⅜	21⅛	+⅛
18⅞	9½	Almer x	0.84	8.9		28	10⅛	10½	10½	
68¼	37½	Allste x	0.80	1.5	13	6606	65⅞	64⅞	64⅞	-⅛
36¼	28⅝	Alltel Crp x	1.10	3.2	22	1060	34½	33⅝	34½	+½
10⅛	5⅞	Allwaste			45	1716	8½	8⅛	8¼	
27½	10⅝	AlphrmaA	0.18	1.3	50	557	13⅞	13⅝	13¾	-⅛
40¼	28⅝	Alumax			7	1182	40	38¾	40	+1½
76¼	49⅛	Alcoa	0.08	1.2	20	4549	75¼	73⅝	74⅝	+1⅛
34¼	24	Alza Cp A			25	2523	29⅞	28⅞	20	+⅛
6⅞	5½	AmGvInc x	0.42	0.7		183	6¼	6⅛	6¼	+⅛
20½	10¼	Am Precis	0.28	1.5	18	874	17¼	17⅛	17¼	
8⅝	6¼	AmzoiSd				695	7⅞	7¼	7⅞	
74	45½	Ambac	0.66	1.8	8	442	69¼	68	68⅞	-⅝
25⅞	18⅛	Amcast Ind x	0.08	2.5	12	76	22¾	22½	22⅛	-⅛
62	47½	Amdahl x	0.80	1.1	7	1876	54⅝	53⅝	53⅞	-⅞
53⅞	39⅞	AmBrnd	2.00	3.7	18	4459	53½	52⅛	53½	+1½
29¼	18	Am Bus Prd x	0.62	2.6	18	84	24	24	24	-⅛
44⅝	38⅝	AmElPw	2.40	6.0	12	2053	40½	40¼	40¼	+⅛
70	38⅝	AmExpr	0.90	1.4	18	12398	65⅞	64	64½	+¼
44⅝	32⅞	AmGenl	1.40	3.3	15	3565	42⅞	42⅛	42½	+⅛
5⅝	4⅞	Am Govt In x	0.36	6.9		116	5⅛	5⅛	5⅛	
28	20½	Am Hlth Pr	2.18	0.1	18	279	25⅞	25⅜	20⅞	
27¾	19	Am Heritge	0.76	3.0	12	153	25⅛	24⅞	25	
66⅞	47	AmHome	1.64	2.6	21	10799	65⅞	62¾	63⅛	-1¼
3½	1⅞	Am Hotels				z0	⅞	⅞	⅞	
129⅞	88⅛	AmIntl x	0.40	0.3	20	11288	125¾	122⅞	124⅞	+1⅞
6⅛	5¼	Am Opp Inc x	0.44	7.6		75	5⅞	5⅞	5⅞	
11¼	8⅞	Am Real Es	0.50	4.5	5	120	11½	11¼	11¼	-⅛
45⅞	24⅞	AmStor	0.64	1.4	18	1829	45	44⅛	45	+1¼
22½	17½	Am Wtr 5%	1.25	0.9		z10	19	19	19	
24½	17¼	Am Wat	0.76	3.3	17	443	23⅝	23	23⅛	+⅛
38⅞	28½	Am Fin	1.00	2.7	7	337	37⅞	37	37¼	
27¼	25½	AmStnd				872	47⅛	46⅝	46¼	-⅛
66¾	49⅝	Amrtch	2.26	3.6	18	6966	62½	61¼	62¼	+1⅞
32½	34⅛	Ameron Int	1.28	2.6	12	31	50½	50⅛	50¼	-⅜
22½	18	Ametek x	0.24	1.1	14	325	u22⅛	21⅞	27⅛	+⅛
90	65	Amoco	2.80	3.2	15	5360	88⅝	87⅞	87½	+½
14	18	AmpcoPitt	0.24	1.9	6	108	12⅝	13⅝	12⅝	-⅛
27⅝	18⅞	Amphenol			17	869	25⅝	25⅜	25½	
55	34⅞	Amsouth x	1.68	3.2	18	690	32½	52⅛	52¼	+⅛
73	46¾	Anadrko x	0.30	0.5	33	2663	57⅞	56⅞	57	+1½
29¼	12¾	Analog			23	7975	23¼	23¼	23⅛	+⅛
25⅛	18⅛	Angelica x	0.96	5.2		79	19	18½	18½	-⅛
45½	32½	AnBsch	0.96	2.2	19	3413	43½	42⅞	43⅝	+⅛
20	12⅝	Anixter			18	429	13¾	13⅝	13⅝	-⅛
67¼	47½	Aon Cp	1.44	2.2	26	1517	66¾	65	65¾	+⅛
39¾	24⅞	Apache Crp	0.28	0.8	23	4290	33⅞	32¾	33⅛	+⅛
9¾	8½	Apex Mun F	0.80	8.3		138	u9⅞	9⅝	9⅝	-⅛
60½	8¼	Appld Mag				2351343	35¾	29¼	31⅞	-2
42⅞	26¾	Appl Pw A	0.12	0.3	19	1048	39⅞	39½	39⅞	-⅛
23⅛	15½	ArchDn	0.20	1.1	18	8632	18½	18⅛	18⅛	
54	46⅞	ArcoCh	2.80	5.9	13	353	47⅝	47	47¼	-¼
6½	3⅞	Armco			46	1050	3¾	3⅝	3¾	
24½	22	Armco 2.1P x	2.18	9.4		5	22½	22⅞	22⅞	-⅛
75¼	51⅞	ArmstW	1.60	2.3	17	886	71½	70⅞	71	+⅜
59¾	35¼	ArrwEl			14	892	58½	57⅞	58	-½
9¼	4⅝	Artra Grp				50	5⅞	5⅛	5⅞	
25⅞	16¾	Arvin Ind x	0.76	3.4	10	658	22½	22¼	22⅝	+⅛
36¼	23⅞	Asarco	0.80	2.5	6	3077	31⅞	30½	31½	+⅞
25¾	11⅞	AshtnSDR	0.32	2.3		z0	13¾	13¾	13¾	
48⅞	34¾	Ashld x	1.10	2.7	16	918	40⅝	40¼	40½	+⅛
28⅜	20½	Ashld Coal x	0.46	1.8	27	41	24⅞	23⅝	23⅝	-⅞
16¾	11¼	Asia Pac F	0.50	4.1		395	12½	12¼	12¼	
4¼	2⅝	Asset Inv x	0.36	11.7	6	322	3⅛	3	3⅛	-⅛
52⅞	33⅛	AsaFstCpA				1535	50⅛	49⅝	49⅝	-⅞
48⅛	32.92	AT&T	1.32	3.7	103	2598	36	35⅜	35½	-⅛
337½	280	AB Rich 2 x	2.80	0.8		3	300	300	300	
14⅞	7¼	Atlnta Sos				8	5	8⅝	8⅝	
20	18	Atlntc Egy	1.54	9.1	15	284	17⅛	17	17	-⅛
142½	107½	AtlRica x	5.50	4.3	12	3903	126⅞	125¾	126⅝	+1¾
2	⅞	Atlas				57	1⅛	⅞	1⅛	
31	20⅞	AtmosEn	1.00	4.6	17	93	25	24⅝	25	+⅛
9¾	8⅝	Austria Fd	0.13	1.4		104	9½	9⅜	9½	+⅛
45¾	35⅝	AuData x	0.46	1.1	25	5817	44⅞	43⅝	43⅞	-⅞
37⅝	19½	AutoZone			21	2857	24⅞	24⅝	24⅞	+⅛
27⅞	11⅞	Avemco			18	187	24¼	23⅞	23⅞	-⅛
12⅛	5⅞	AvlaB				437	10⅝	10⅜	10⅝	-⅛
64⅞	38	Avnet x	0.60	1.8	14	2145	61⅛	60¼	61	+⅛
63⅝	30¼	AvonPr	1.26	2.2	24	4933	58⅝	57⅞	58	+⅝
17½	8½	Aydin Corp	0.50	4.5		80	11¼	11⅛	11⅛	-⅛
14⅛	6⅛	Aztar				1530	7½	7¼	7¼	

1996/97 High	Low	Stock	Div	Yld %	P/E	Sls 100s	High	Low	Close Quote	Chng Prev Close
		- B -								
53	34½	BCE x			26	1636	48¾	48¼	48½	+⅛
8½	5½	Bairnco x	0.20	2.7	8	81	7⅜	7½	7⅝	
20¼	16⅛	Baker Fent	0.37	2.1		54	18	17⅞	17⅞	
40⅝	22⅝	BakerH	0.46	1.2	28	18941	38⅝	37	38⅛	+1
26⅝	18½	Baldor Elc x	0.44	1.8	18	125	25⅛	24⅞	25⅛	+⅛
32¼	23⅛	BallCp x	0.60	2.5	78	223	28¼	25⅞	26	+⅛
21¼	15	BlyMd	0.05	0.2	21	178	20½	20⅞	20⅛	+⅛
29½	25	BaltGE x	1.60	6.0	14	3421	27⅛	26⅝	26⅝	-⅛
49¼	31¼	BncOne x	1.52	3.4	13	26594	45¼	44½	44⅞	-⅛
61⅞	35¼	BancoBil V	1.06	1.7	20	21	61¾	60⅞	60⅞	-⅛
13⅞	6¼	BCH	0.37	2.8	42	288	13¼	13⅛	13⅛	
14⅝	11½	BCP ADR	0.34	2.4	11	4	14⅛	14⅛	14⅛	
46⅞	33¼	BcrpHawail x	1.20	2.7	13	408	45½	44⅞	44⅞	-⅞
55⅞	44½	Bandag	1.00	2.0	14	109	51½	51	51¼	-⅜
123¼	58¾	BankAm	2.44	2.2	15	18435	115½	112¼	113⅞	-⅞
42⅛	21¾	BankNY	0.96	2.5	15	8305	39⅝	38½	39⅛	+⅞
24	14	BTM ADR	0.08	0.4		121	16	15¾	16	+⅛
51	45	BankAm A	3.25	6.5		20	49⅝	49⅝	49⅝	+⅛
95½	82¼	BankAm B	6.00	0.4		11	84⅞	94¼	94¼	-⅞
79½	41½	Bkbstn	1.76	2.4	18	10334	74⅞	73⅞	74⅝	+1⅜
87	75¼	Bkbos0.59 x	5.44	6.3		z0	59	66	50	
41¼	41½	BkbostnA x	2.96	6.2		3	47½	47½	47½	-¼
96¼	61	BnkTst	4.00	4.4	13	4832	90⅞	88⅝	90⅝	+1⅜
80½	42	Bclays x	2.12	3.0	13	17	71⅜	70¾	70¾	-¼
37⅞	25⅞	Bard (C R)	0.80	2.5	18	769	27½	27¼	27½	+⅛
73½	35	Barnes Grp	1.80	2.5	14	85	72⅝	71¾	71⅝	-½
60½	27⅞	BarGld x	1.06	2.2	10	4937	48¼	47⅝	48⅞	+⅛
32⅞	24½	BrckGd	0.14	0.5	44	5318	28⅞	28⅛	28½	-⅛
16	10⅛	Barry(RG)			12	99	10⅝	10½	10½	-⅛
11½	8⅞	BattMt	0.06	0.7		2382	7⅞	7⅞	7⅞	
44½	32½	Bausch x	1.04	2.7	26	4262	38⅞	37⅞	38⅛	+½
49¾	33	Baxter x	1.13	2.4	21	6107	47	46⅞	46⅞	-⅛
43⅞	18⅛	Baywatrs				9076	18⅞	18⅝	18½	-⅛
30⅝	25⅞	Bay St Gas	1.54	6.1	15	53	25½	d25¼	25⅜	
40⅞	19¾	BBN				1052	20¼	18¾	19⅞	-⅛
22¼	18⅞	Bd Tr 1638	1.08	7.8		31	20	19⅞	18⅞	-⅛
8⅛	7¼	BEA Incm x	0.72	6.9		460	8¼	7⅞	8⅛	+⅛
9½	8½	BeaStrat x	0.81	8.5		32	u9½	9⅜	9½	+¼
34	17¼	Bear Stns	0.90	2.1	7	3706	29⅞	28⅞	28½	
35⅞	24	Bearings	0.84	1.8	10	48	35¾	35½	35⅝	
44⅝	32	BectonDk x	0.60	1.4	18	712	42⅞	42¼	42¼	-⅛
51⅞	35½	BectnD x	0.52	1.1	21	2655	48⅝	47¾	47⅞	+⅛
21¼	12⅞	BdknProp	1.04	5.1	17	773	20½	20	20¼	+⅛
74⅞	55⅛	BellAtl	2.88	4.5	16	8673	64⅞	63⅝	64⅞	+1⅛
24	15	Bell In			10	211	22	21½	21½	-⅛
47⅝	35¼	BellSth	1.44	3.2	15	13164	44½	42⅞	44⅞	+2
41¾	21	Belo A	0.44	1.2	17	1569	20	37⅞	37⅞	+⅛
43⅝	25⅝	Bemis	0.80	1.8	22	985	42	41	42	+⅛
67½	68	Benef 4.3P x	4.30	6.5		z0	66¼	66¼	66¼	
75⅞	43⅝	Benef x	2.06	2.0	14	1869	74	72¾	73⅞	+⅞
27¾	20⅞	Benetton A	0.36	1.5	15	23	24¾	24⅛	24¼	+⅛
⅞	⅞	Bengeut 6			20	116	⅞	⅞	⅞	
32¼	24⅛	BergBr	0.48	1.5	18	1347	32	31¾	21⅞	
36900	29800	BerkHA			39	z60	37300	36900	36900	+100
1252	880	BerkHB				13	1241	1226	1233	+6
16⅞	8⅛	Berry Petr x	0.40	2.8	10	53	14⅛	14¼	14⅛	+⅛
26¼	7⅞	Best Buy			33	2268	10¼	9⅞	10	
20⅝	24½	Beth St 2	2.50	9.5		48	26⅝	25⅞	26⅛	
54¾	48⅝	Bethlm PF	5.00	9.9		21	50¾	50½	50½	-⅛
15⅞	7⅝	BethSt				4810	8½	8⅜	8½	+⅛
68⅞	40⅞	Btbrn	1.00	2.2	31	1503	u67	65⅞	67	+⅞
18⅛	9¼	BestEst			29	1750	15¼	15⅛	15⅛	
41⅛	26	BG ADR			37	27⅞	27¼	27⅛		-⅛
20⅞	15¼	Bindley W x	0.08	0.4	12	208	18⅞	18⅛	18⅞	
22	14⅛	Birmngm 6	0.40	2.5		825	15¼	15⅛	15¼	+⅛
44⅝	29	BlDeck x	0.48	1.4	21	6402	34⅞	33⅝	34⅞	+⅞
28	23¾	Black H PL	1.42	4.9	13	125	28⅞	28⅝	28⅞	+½
9⅛	8	BlckrckAdv x	0.63	7.4		21	8½	8½	8½	
8⅝	5⅞	BlckrckInc x	0.58	8.7		506	6⅞	6⅞	6½	+⅛
8⅛	8⅞	BlckrckTgt x	0.57	6.3		629	u9⅛	9	9⅛	+⅛
42⅛	23⅝	Block x	0.80	2.8		1601	30⅝	29⅞	30⅞	+½
42⅞	25⅞	Blount A x	0.51	1.2	15	285	41⅞	41¼	41½	
10¼	7½	Blue Chip	0.10	1.8		443	8⅞	8⅝	8⅞	
4⅞	2½	Bluegreen				593	2⅞	2¼	2¼	-⅛
35	19⅞	BMC Ind	0.06	0.2	23	366	26⅞	26⅝	26⅝	-¼
114½	74⅞	Boeing	1.12	1.1	32	14666	105½	103	103	
47¼	27⅞	BoiseC	0.60	1.8		954	33¼	32⅞	33	+⅛
11⅝	4¼	Bombay Co				459	4½	4½	4½	-⅛
15⅞	8¼	Borden Chm	0.40	3.6		346	11½	11¼	11¼	-⅛
25⅛	20⅛	Bordn Cat	1.50	6.6	11	28	22¾	22⅝	22⅝	-⅛
71½	37¾	BosSci			70	7045	64⅞	62⅞	64¼	+1¼
43⅞	31½	Bowatr x	0.80	1.8	8	492	41¾	41	41⅛	-½
26⅝	20¼	BradRE x	0.61	2.4		859	25⅞	25¼	25½	-½
27¼	17¼	BRE Prop x	1.36	5.6	8	276	25¼	24⅞	24¾	-¼
28⅞	18	BreedT x	0.28	1.4	14	305	21	20⅞	20½	-⅛
46⅞	36½	BrigSt x	1.09	2.4	15	584	46¼	45⅞	45⅞	+¼
18⅞	18⅝	Brinkerint			18	1065	12½	12¼	12⅞	+⅛
89	39⅞	BrMySq	1.52	2.4	21	15171	64⅞	62¼	62¼	-1⅞
107⅝	72	Br Air	2.20	2.2	14	28	106½	150	106½	+2
147	94½	BP x	3.94	2.9	15	3638	135¾	132⅛	135½	+3¾
18⅝	14⅛	BP Prudhoe	2.81	17.2	10	1009	18½	16¼	16⅛	+¼
21½	23⅛	BStest	1.88	6.6	8	1997	25½	24⅞	25⅞	+⅛
72⅞	40¼	BT	3.20	4.6	13	2185	70½	69¾	70¼	+⅞
32⅝	24⅞	BklynU	1.46	5.0	11	985	29⅞	28⅞	29¼	+⅛
23⅛	11⅞	BrwnShp x	1.06	8.2	14	325	16⅞	16¾	16⅞	-⅛
15⅞	8⅝	BrwnSh			17	128	14⅞	14	14	+⅛
47¼	34¾	BrnFrmA x	1.08	2.4	18	10	45¼	44⅞	45	-⅞
47½	36¼	BrnFrnB x	1.08	2.4	18	z0	44½	44½	44½	-1⅛
32⅞	21⅞	BrFerr x	0.68	2.5		3218	30¼	29⅞	30	-⅛
7⅞	4⅛	BRT			16	25	7	7	7	
20⅞	17¼	Brnwick x	0.50	1.7	15	2685	29⅞	28½	20	+⅛
20½	16⅛	Brush Well x	0.44	2.5	11	163	17⅞	17½	17⅞	+⅛
32¼	21¼	BuckeyeCel			12	146	32⅛	31½	32⅛	+⅞
44⅞	34¼	Buckeye Pt	3.80	6.9	10	39	43⅞	43½	43½	-⅛
17	9⅞	Burl Coat			14	1556	16⅞	16½	16⅞	-⅛
90¼	73½	BurlN x	1.20	1.5	14	4828	82⅞	81⅞	81⅞	-⅛
54½	35⅛	Burln Resc x	0.55	1.3	21	4313	44⅛	42⅞	43⅞	+⅞
15½	9⅜	Burnham Pc	1.00	0.7	20	91	15	14⅞	14⅞	+¼
30⅞	20½	BushBoake			15	18	25⅛	25⅛	25⅛	
		- C -								
34½	27⅞	CMS En	1.08	3.4	19	983	32	31¼	31⅞	+¼
117½	85⅝	CNA Fn			7	279	114⅞	113⅝	114¼	+⅝
87	64⅞	CPC	1.64	1.9	21	3518	84⅞	83½	84⅞	+1¼
21¼	13⅝	CPI Corp	0.06	3.1	17	277	18⅛	18	18	-⅛
53⅛	41¼	CSX x	1.04	2.1	12	4658	51⅛	50	50⅝	+⅛
50¾	28	CTS Corp	0.72	1.4	12	137	u50¾	50½	50½	
25½	18¼	CablWire x	0.53	2.2	10	506	24⅛	23⅝	24	+⅛
43½	26½	Cabletron			20	6118	30¼	28½	28⅝	-1⅞
31½	22⅝	CabotC x	0.40	1.6	18	2436	25⅛	24⅞	25⅛	+⅛
19⅞	13⅛	Cabot O&G	0.16	1.8	27	366	16¼	16	18	-⅛
36½	28¾	CadSchwps	1.17	3.3	15	366	36¼	35¼	36⅛	+⅞
45	21½	CadnceDsgn			23	6357	34	32½	33½	+1½
6⅞	1⅛	Cal Real E	0.16	1.9		36	5¼	5⅛	5¼	
39⅛	18⅛	Calenergy			23	642	35¾	34⅞	35	+⅛
14½	9½	Calgon Cbn x	0.32	2.8	20	252	11½	11¼	11¼	-⅛
50¼	15⅝	CalSyn	0.72	3.3		1057	22	21¾	21¾	-⅛
36⅞	18½	ClwayGlf	0.28	0.9	17	8718	31	28⅞	29⅞	-1¼
19¾	16⅞	Callmat Co x	0.40	2.2	45	261	18⅛	17⅞	18⅛	+⅛
94⅝	56	CmpblS	1.54	1.7	32	3034	93⅞	92	92¾	+1⅛
1½	⅞	Campbl Rs				14	20	⅞	⅞	
28⅛	19⅝	CanPac	0.32	1.3	31	18523	25¼	24⅞	25⅛	+⅛
44⅞	21¾	CapOneFn	0.32	0.8	17	876	39½	39	39⅛	+⅛
18⅛	12¾	Cpstd 1.26	1.26	7.1		234	17⅞	17⅝	17⅝	-⅛
25¾	14⅛	Capstd Mge	2.32	9.3	18	740	25	24⅞	25	+⅛
65⅞	35	CardHlth	0.10	0.2	46	2273	62	61⅝	61⅞	-⅛
35⅝	19⅞	CariCo	0.40	1.5	17	526	32	31⅝	31⅞	+⅛
32½	20¼	CarmikeA				67	28	27⅞	28	
37⅞	33⅛	CarolnaA x	0.44	1.9	17	5678	35⅜	35	35	-⅛
38¾	33⅞	CarP&L	1.88	5.2	13	2306	36½	36⅛	36⅛	+⅛
42	31¼	CrstrT	1.32	3.5	11	388	38	37¼	37⅞	+⅛
18	10⅞	CarterWal	0.18	1.1	20	561	14½	14⅞	14⅛	+⅛
17½	13⅞	Cascde N G	0.96	5.9	19	83	16⅛	16¼	16⅛	-⅛
58¼	48	CaseCp	0.20	0.4	11	4730	54⅞	52⅞	53½	+⅞
19⅛	4⅞	Cash Amer	0.05	0.6	18	208	9⅞	9⅜	9½	-⅛
17⅞	11⅞	Castle&Ck			63	16	15⅞	16⅛	15⅞	
83¼	54	Catplr	1.60	2.0	11	3161	81⅞	79⅞	81⅞	+1⅞
37⅞	18⅝	CDI Corp			15	194	34¼	33⅞	34⅛	+⅛
41	33	Cedar Fair	2.50	6.5	12	107	38⅝	38⅛	38⅛	+⅛
11⅛	6⅞	Centfin	0.08	7.7	12	786	10⅞	10¼	10⅞	+⅛
42	25¼	Centex x	0.20	0.5	12	2107	40¼	39¼	39⅜	-⅞
33⅝	28⅞	Centr Hdsn	2.12	6.6	18	151	32⅞	32⅞	32⅞	
29¼	25⅛	Centr Loui	1.54	5.7	12	93	27⅞	27⅛	27¼	
16¼	10⅜	Centr Main	0.90	0.9	7	251	11½	11¼	11¼	
47½	30¼	Centr Nwsp	0.76	1.6	20	1058	u49½	47⅞	48	+2
15⅛	11⅞	Centr Vmnt	0.88	7.3	7	405	12	d11¾	12	+¼
28	20	CentSW	1.74	7.5	11	4462	23¼	d23	23⅛	+⅛
35½	28½	Century Tl x	0.37	1.2	14	1260	31¾	31½	31⅛	-⅛
54⅞	32¼	Cerdn				20	1426	40⅞	39⅞	40
28⅛	12	ChmpEnt			18	2050	18⅞	17⅞	18	-⅛
51⅛	38	Chmpln	0.20	0.5	29	2234	44¼	43½	44⅛	+⅛
19½	10½	Chaprrl	0.20	1.7	8	93	11⅞	11⅞	11⅞	+⅛
8¼	4⅛	Chart Hse				139	6⅛	6⅛	6	
118⅞	52⅞	ChaseM	2.24	2.2	19	28367	102	99¾	100⅝	+1¼
5	½	Chase B				415	1	⅞	⅞	
38⅞	17½	ChckSy			32	2181	20	19¼	19⅞	-⅛
40¼	34¼	Chemed	2.06	5.7	11	215	36⅜	36¼	36⅜	+⅛
32½	23⅛	Chespeke	0.06	2.8	22	127	28	28⅛	28¼	-⅛
68½	51	Chevrn	2.16	3.2	18	6852	67⅞	66⅞	67⅞	+1⅛
27	20¼	ChileFd	0.66	2.7		531	24⅞	23⅞	24⅛	+⅛
18	11⅞	ChinaFund	0.08	0.6		151	14	14	14	
19½	11⅞	ChqBr	0.20	1.5		8926	14⅛	13⅞	13⅞	-⅛
6¼	4½	Chock Full			12	244	8	5⅝	6⅝	-⅛
44⅝	28⅝	ChCrft				222	44	43⅞	43½	+⅛
33⅞	20¼	Christiana			26	17	31⅞	30⅞	31⅛	+⅛
36⅞	25⅞	Chrysler x	1.60	3.3		18857	31½	30⅞	30⅞	-⅛
62¾	40⅞	Chubb	1.16	2.0	21	7447	59⅞	58⅞	59⅛	
161⅝	109⅞	Cigna x	3.32	2.1	11	1466	157	155⅛	156⅞	+1½
8⅞	7⅞	Cigna H F	0.81	9.4		397	8⅞	9⅝	8⅝	
45⅛	35½	Cilcorp In x	2.46	6.5	10	120	38	37⅞	38	
67⅞	31⅞	Cinn Bell	0.80	1.3	22	1334	61	59⅞	60⅞	+1½
29¼	18⅝	CinMil	0.36	1.8	11	810	20½	20⅛	20⅛	+¼
2½	1⅛	Cineplex O			4	676	1⅛	1⅛	1⅛	
35⅞	27½	Cinergy	1.80	5.3	17	811	34½	34⅛	34⅛	-⅛
41¼	34⅞	Cipsco	2.06	5.9	15	86	35⅝	35⅛	35⅞	+⅛
36⅝	25	Circuit Ct	0.14	0.4	23	32574	35¼	34⅞	35	+¼
44⅝	27⅞	Circus Cir			29	4753	29⅛	28⅞	29⅛	+¼
127⅞	62	Citicp	2.78	1.8	16	24136	118⅞	115½	115½	-1¾
95½	82⅞	CtcpPf2d	0.08	0.4		z0	93⅞	93⅛	93⅞	
100⅞	93¼	CtcpPf3d	7.00	7.0		z0	100	100	100	
12⅞	10¼	Ctzn Util A x			10	2044	u12⅞	12⅛	12¼	
12⅞	10¼	Ctzn Util B x			17	1432	u12⅞	12⅛	12¼	+⅛
25⅞	12⅞	City Natnl	0.44	1.9	18	459	24⅞	23½	23⅝	-⅝
25⅞	9⅞	CKE	0.05	0.2	33	2053	22½	22⅛	22½	+⅛
26⅝	7½	ClairStr	0.12	0.7	10	2470	17⅞	17	17⅝	+⅛
10	12⅛	Clayton Hm	0.06	6.6	14	2483	14⅛	13⅞	14⅛	+¼
9⅛	7½	Clemente G	0.81	9.5		78	8½	8⅜	8½	
92½	72¾	Clev7.56 x	7.56	8.3		1	91	91	91	
46⅞	30¼	ClevCf	1.30	3.1	7	624	42½	41¾	41⅞	-⅞
91	72¾	Clevld El	7.40	8.6		z50	89	28	89	
127¼	70	Clorox	2.32	1.8	26	777	121¼	119⅛	120¼	+⅛
6⅞	2⅞	CML Group				12463	2⅞	2¼	2⅝	
11	10	CNA Income	0.96	8.0		0	10⅝	10⅝	10⅝	-⅛
30⅞	8.45	Coachmen	0.20	1.8	11	467	20⅞	20⅛	20⅞	
48¼	26⅝	Coast Sav				1481	46¼	44½	45¼	-1⅛
51½	24⅞	CoastI x	0.40	0.8	10	2246	48	46¼	48	+1⅞
63¼	36	Coca C x	0.56	0.9	42	25908	60⅛	59¼	59½	-⅛
66	24	CocaEn	0.10	0.2	73	737	62¾	62⅛	62⅞	+⅞
25⅞	13¼	Coeur Dale	0.15	0.9		228	17½	17⅛	17⅛	
66	29⅝	Cognzt x	0.12	0.4	21	3284	33	32½	32½	-¼
26	11⅞	Coleman				727	14	13½	14	+½
113⅝	68⅞	ColgPa	2.20	2.0	26	4310	109⅞	108⅛	109⅛	+⅞
10½	9⅞	ColonlHi x	0.64	6.3		45	10¼	10⅛	10⅛	-⅛
8⅛	7½	ColonlHp x	0.06	6.8		258	8	7⅞	0	+¼
7½	6⅞	ColonlI x	0.66	9.3		125	u7⅛	7⅞	7⅞	
7⅞	6½	ColonlMI x	0.51	7.0		218	u7⅞	7¼	7¼	
60¼	41⅞	ColGas x	0.66	1.8	14	1598	59⅞	59	59¼	+¼
44⅞	31¼	ColHCA	0.08	0.2	19	7663	43⅝	43	43¼	+⅛
23⅞	16¼	Colfit	1.00	7.5	23	02	21	28⅞	21	+⅛
33	18⅞	Comdisco	0.28	0.9	15	168	31⅞	31½	31½	-⅛
63⅞	38⅝	Comerica x	1.72	2.8	17	6056	61	60	60¼	+⅞
38	9¼	Comletric x	0.54	4.4	14	268	12½	12¼	12⅞	-⅛
33½	24⅞	Comml Met	0.52	1.8	18	63	29⅞	29½	29⅞	
25½	23	CommEd1.9	1.90	7.8		10	24⅞	24⅞	24⅞	
25⅞	24	CommEd2.00	2.00	7.9	5	39	25⅝	25⅛	25⅛	-⅛
12⅞	7⅞	Commun Psy				228	9⅛	9⅛	9⅛	-⅛
87⅞	35⅞	Compaq				18401	79⅛	75⅞	75⅞	-2⅞
10¼	0⅞	CompCr				65	16¼	15⅞	16¼	+⅛
87⅞	33¼	CmpAsc	0.10	0.2	50	27668	42⅞	41⅛	41½	+1⅞
85½	64⅛	CmpScis			24	2696	69½	66⅛	68¼	-¼
47½	16⅞	Comptr Tcp	0.16	0.2	32	97	41	40⅞	40½	-¼
33	16⅞	Comsat	0.78	2.9	38	1522	27½	26⅞	27	+⅛
14⅞	4⅞	ComstockR			5	2571	8¼	8⅛	8⅛	-⅛
55½	37⅞	ConAgra	1.09	2.0	56	3728	55¼	54⅛	55⅛	+1¼
25½	21¾	Cnsnd MB x	1.52	6.9	12	89	22	d21¾	21⅞	+⅛
24⅝	18⅞	CoorEng x	1.32	5.7	13	140	23⅛	22⅞	23	+⅛
113	63¾	CnRail x	1.00	1.7	26	1858	112¾	112½	112¾	+¼
81⅛	64⅞	ConsE4.65	4.65	6.8		2	70	70	70	
34¼	25⅞	ConsEd x	2.10	6.8	16	4930	31⅛	30⅞	30⅞	+⅛
88	65¼	Cons Ed PF	5.00	7.9		z0	71½	71½	71½	
29⅞	14.06	CnsFrt x	0.40	1.7	15	910	24¼	23⅞	24	
59⅞	41½	CnsNG	1.94	3.6	17	3835	34⅞	52¼	52⅞	+1½
57⅞	47¼	ConPap	1.06	3.2	12	195	52⅞	51⅞	52⅛	+¼
39½	12⅜	Cons Store			20	3216	u39⅞	38	39⅞	+1½
43⅞	15	Conseco	0.12	0.3	18	5786	40⅞	39⅞	40	-⅛
61	50	CPwr 4.16 x	4.16	6.9		2	u61	28	61	+2
99¾	80	CPwr 7.45 x	7.45	7.8		21	96¼	50	96	
99½	81	Con P7.68 x	7.68	8.0		z0	96⅛	96⅛	96⅛	
16½	11⅞	Conv Hlds				134	15¼	15⅛	15¼	+⅛
10⅞	9⅞	Conv H Pf	1.24	12.7		38	9⅞	d9½	9¼	-⅛
22½	8⅞	CooprCos			11	1517	19½	18	19	+⅛
47	34⅛	Coopln x	1.32	2.5	15	2006	46⅞	46⅛	46⅞	+¼
27¼	18	Cooper T&R x	0.34	1.7	15	1610	20⅛	19¾	20⅛	+⅛
17¼	11½	Corn Ind x	0.24	1.5	11	181	16⅞	15½	15⅞	-⅛
55⅞	35½	Crstst x	1.68	3.8	14	6679	52⅞	51⅞	52¼	+½
45⅞	23.70	Crning x	0.72	1.6	28	7606	44⅞	44⅛	44⅜	+⅛
31⅛	19⅞	Country Cr	0.32	1.1	11	4618	26⅞	26	28	-¼
28⅛	18⅝	CousinsPr	1.24	4.9	18	402	26¼	25	26¼	+⅛
25	18½	Covance				2063	24	19	19⅛	-⅛
18⅞	9¾	Craig			2	87	u16⅞	16⅛	16⅛	-⅛
34⅞	24	Crane x	0.60	1.8	16	573	33⅛	37⅞	32¼	+⅛

1996/97 High	Low	Stock	Div	Yld %	P/E	Sls 100s	High	Low	Close Quote	Chng Prev Close
24¼	14⅝	Crawford	0.08	2.9	18	z0	22¾	22¾	22¾	
38¾	26⅞	CrstFn	1.08	2.9	18	1397	36⅞	36½	36⅞	
18	8⅞	Calibnl	1.49	7.7	17	2100	u18⅛	17½	18⅞	+⅛
4	1⅝	CRI Liq Rs	0.04	2.0	4	88	2	2	2	+⅛
23¼	13⅞	CrmpKnwlK				4060	21⅞	21⅛	21⅜	-⅞
59⅞	40⅝	CrownCk	1.60	1.8	25	3663	54⅞	53½	34	
27⅛	18⅞	CUCInt				4730	666	20	24⅞	25 -1⅞
95¼	43¼	Cubro			81	301	93½	90½	92⅞	-1⅞
34⅞	34⅞	CumminEn x	1.00	1.9	13	725	53½	52⅞	53⅛	+½
12	10⅞	Current In x	0.80	7.2	12	z0	11⅛	11½	11⅛	
56⅞	49½	CrssWr	1.00	1.9	16	21	53⅞	53½	53⅞	-⅛
14	18⅞	CV Reit x	1.18	9.0	18	67	13	12⅞	12⅞	-⅞
47⅞	21¼	CXS	8.44	1.0	21	2007	46⅞	45⅞	46¼	+⅞
16½	9⅛	CyprSm			21	4395	13⅞	13⅜	13½	-⅛
29⅛	19⅞	CypAmx	0.80	3.3	39	3387	24½	23¼	24½	-⅞
42¼	20¼	Cytec			18	481	40⅝	39⅞	40	+⅛
		- D -								
26⅛	21⅞	DPL Hld	1.36	5.6	14	429	24½	24⅛	24½	-⅛
27¾	17	Dallas Sem	0.14	0.5	19	1156	26⅛	26⅝	26¾	-⅞
35½	27¼	DanaX x	1.00	3.1	18	2253	32¼	31⅝	32	+¼
50	29½	Danaher Co	0.10	0.2	20	415	44¼	43⅞	43⅞	-½
16⅞	11½	Danlod x	0.18	1.5		133	12½	12⅜	12½	-⅛
14	6¾	Darden	0.08	1.1	14	1411	7⅞	7⅜	7½	
20⅛	8	DataGn			23	1497	19⅞	19¼	19⅞	-¼
1⅞	⅞	Datapoint			0	140	1	⅞	⅞	-⅛
44⅛	23	DaytnH	0.64	1.5	21	6466	u44⅛	42⅞	43⅞	-⅞
2⅞	⅞	DDL El				619	1¼	1¼	1¼	
31¾	6⅞	DeRigoADR			6	317	7	d6⅞	7	
33⅞	21⅞	Dean Foods x	0.78	2.3	23	246	33⅛	32¼	33	+¾
44	22⅞	DeanWtD x	0.56	1.4	13	6687	38⅞	37⅞	38¼	+⅝
8⅝	8	DeanWtGv x	0.60	7.3		260	8⅛	8¼	8⅛	
47⅛	33	Deere	0.00	1.8	14	11898	45⅞	43	45½	+2
23⅞	19⅛	DelmPL	1.54	0.0	10	243	19¼	d19⅛	19¼	+⅛
87½	60¾	DltaAr	0.20	0.2	41	3460	88	85	85⅞	+½
8	4⅞	Delta Wdsd				116	6⅛	5⅞	6⅛	+¼
39⅞	27	Deluxe	1.48	4.6	40	877	32⅞	32⅛	32½	-¼
33⅞	21½	Dep Gty x	0.80	2.5	14	84	32⅞	32	22⅛	-⅛
33⅞	23⅛	Dexter Crp x	0.86	3.3	14	1053	29½	28⅞	25	-⅛
42⅞	25	Diag Prods	0.48	1.5	10	178	32⅞	21½	21⅞	-½
73¼	55⅞	DiamOffs				3515	65⅞	63½	65½	+2¼
114	4⅞	Diana Corp				z0	4⅞	d4⅞	4⅞	
44⅞	22.62	Diebold x	0.50	1.2	30	400	43⅛	42⅞	42⅞	-½
76½	28⅞	DiglE				12066	30⅛	29⅞	29⅞	+⅛
41¾	27⅛	Dillrd	0.18	0.5	15	3743	32	31⅞	31¾	+½
26½	18	Dimon x	0.60	2.6	20	285	23⅝	23⅞	23⅞	-¼
79¼	53¼	Disney	0.53	0.7	33	12546	75¼	73⅞	74⅞	+1½
43⅞	30⅞	DoleFd x	0.40	1.8	26	359	20⅛	38⅛	33⅝	-¼
44⅞	38⅞	DomRes x	2.58	6.5	14	3655	39⅞	39⅛	39½	+⅛
9½	8⅝	Domtar Inc x	0.14	1.6	0	19	8⅝	8⅝	8⅝	-⅛
35⅞	24	Donaldson x	0.35	1.8	19	272	35⅞	34⅝	35⅞	+⅛
30⅞	29⅞	Donnly	0.78	2.5		2796	30⅞	29⅞	30¼	-⅞
55⅞	36⅝	Dover x	0.68	1.3	15	1802	54	53⅛	53¼	+⅛
102⅛	69⅞	Dow Ch	3.00	3.6	10	5945	84½	83¼	83¼	-⅞
45⅞	21⅞	DowJns	0.96	2.2	22	1656	44	42⅞	44	+⅛
23⅞	13½	DowneyFin	0.32	1.4	27	282	22⅝	21⅞	22⅝	+⅞
31½	25⅛	DQE x	1.36	4.8	12	499	28⅞	28½	28⅞	-⅛
15¾	18⅞	Dravo			14	118	11¼	11⅛	11⅛	-⅛
28⅛	23⅛	Dresser x	0.68	2.2	20	3340	31	30⅝	30¾	+⅞
10¼	8⅞	Drfus Fd S x	0.68	6.8		787	10⅛	10	10	
9⅝	8⅞	Drfus St G x	0.75	8.2		85	9¼	9⅛	9½	
37¼	27⅞	DTE Engy	2.06	7.2	15	1469	28⅞	28⅜	28½	+⅛
76	65	Du Pont4.5	4.50	6.4		z100	70½	70½	70½	+½
25¾	9¼	Ducommun			18	73	24	23⅞	23⅞	+½
53	43⅞	DukePw x	2.12	4.8	15	5138	44⅛	43½	44⅝	-⅝
42⅞	28⅞	Duke Rity	2.04	4.9	22	514	41½	40⅞	41⅞	-⅛
26¾	28⅞	DunBrd	0.88	3.3	15	4165	u27⅞	26⅞	26½	
115¼	69¾	DuPont x	2.28	2.0	17	9986	112⅞	111¾	112¾	+1½
31	24¼	Duql. 4.1 x	2.05	7.3		z0	28	28	28	
28	23	Duqsne3.75 x	1.88	7.4		z0	25½	25½	25½	
25	24¼	Duqsne4.00 x	2.00	7.5		4	26⅛	26⅛	25¾	+¼
31¼	28	Duql. 4.2 x	2.10	7.2		z0	29	29	29	
17⅞	10⅞	DW &			14	184	11½	11	11	-⅛
32½	22¼	Dynamics	0.20	0.6	12	218	u33¼	32⅝	33¼	+¼
		- E -								
11	4⅞	ECC Intl				137	5¼	5½	5⅛	-⅛
25⅛	19⅛	EG&G	0.56	2.6	18	354	21⅞	21½	21½	
6	0.11	EA Inds				232	4½	4⅜	4⅜	-⅛
57⅞	29⅛	Earthgrns	0.20	0.4	24	161	54½	34	34½	+½
24½	14½	East Utils	1.66	9.0	12	1590	18⅞	18¼	18⅜	+⅛
40⅞	30½	E Enlp x	1.60	4.8	11	201	33¼	32⅞	33	+⅛
76⅞	50¾	EastCh x	1.76	3.2	11	1494	55⅞	55⅛	55½	+¼
94¼	65⅞	EKodak x	1.76	2.6	29	7926	89½	87⅞	88⅞	-1¼
74⅝	50⅞	Eaton	1.60	2.2	16	1273	73⅞	72¼	73¼	+1
38¾	29½	Echlin	0.86	2.5	14	967	34⅞	34⅜	34⅞	+½
39½	29⅞	Ecolab x	0.84	1.7	21	284	38⅞	37⅞	38⅛	-⅜
3½	⅞	Edison Bro				1151	⅞	⅞	⅞	
22¾	15	Edsnint	1.00	4.7	13	3199	21½	21⅞	21½	+¼
41¼	22½	Edwards x	8.72	1.9	11	2174	37⅞	37⅛	37¼	+¼
6½	3¼	Elco Group				328	5⅞	5¾	5¾	
38¼	27	Elan ADR				1023	34⅞	33⅞	33⅞	+⅛
25½	18½	Elcor Corp	0.28	1.1	20	77	25	24¾	24⅞	-⅛
63⅞	40⅞	EDS	0.60	1.4	49	10273	44½	43⅞	44⅛	-½
53⅛	33½	ElfAquit	0.94	1.9	25	2059	49¾	49¼	49⅝	+1
15⅞	5⅞	Elscint				15	51	8⅛	8	-⅛
39⅞	15¼	EMC Corp			22	8626	35½	34¼	34⅞	
8⅞	7	EmgGerm x	0.02	0.2		20	8⅛	8⅛	8⅛	
52⅞	36⅞	EmsnEl	2.16	4.4	21	3776	50½	49⅞	49⅞	-⅛
7½	8	EmprD4.75	0.47	7.2		3	6⅞	6⅞	6⅞	
18½	17⅞	Empire Dis x	1.28	6.9	16	176	18⅝	18¼	18⅞	+⅞
18	16⅛	EmpresICA	0.10	0.9	16	2193	15¾	15½	15⅞	+⅛
78½	51½	Endesa ADR	1.11	1.7	13	155	64⅞	63¼	64⅛	+⅛
31⅞	21¾	Energen Cp	1.28	3.9	15	68	31⅛	30⅞	31	+½
37	32¼	EGrpADR				1252	32⅞	32½	32⅛	+⅛
63⅞	23	EngyVnrs			12	365	59⅞	56	59⅞	+2⅞
26⅛	17⅞	Engihd x	0.36	1.5	22	1068	23¾	23¼	23¾	+⅜
12½	9⅞	Ennis Busn	0.62	5.7	11	25	11	10⅞	10⅞	
24⅛	20⅛	Enova x	1.56	7.1	11	1151	22⅛	21¾	21⅞	+⅛
47½	34⅞	Enron x	0.90	2.2	17	5414	40⅞	40	40⅛	+½
30⅞	19⅞	Enron OilG	0.12	0.9	23	1053	21⅞	20⅞	20⅞	
56	20	Ensco Int			32	3733	47⅞	45⅞	46½	+¼
24¼	14⅛	Enserch	0.20	0.9		726	21⅞	21½	21½	+⅛
30⅞	24⅞	Entrgy	1.80	7.8	14	3045	25⅞	25⅛	25⅛	-⅛
1⅞	1⅛	EQK Realty				2	1½	1½	1⅛	-⅛
34½	17⅞	EqtMtg x	0.53	1.1	24	1367	30½	30¼	30¼	+¼
32½	21⅞	EqtRCos x	0.20	0.7	32	4763	30⅞	30⅞	30½	
32⅞	25¼	Equitable	1.18	3.9	18	460	30¾	30½	30⅝	-⅛
53½	32	ELandA x	0.34	0.7	20	1500	50⅛	49¼	50⅛	+½
28½	18⅞	Esterline			10	178	28¼	27⅞	27¾	
13	8¼	Ethyl x	0.50	5.8	11	460	8	8⅛	8	
17½	12⅛	Europe Fd	0.16	1.8		79	16½	16⅛	16⅝	
18½	15	Excelsior	1.52	9.7		8	15⅛	15⅛	15⅛	-⅛
45⅛	29.60	ExelR	1.28	3.9	7	841	42⅛	41¾	42	+⅛
107	77⅞	Exxon	3.18	3.1	16	10395	102¼	100⅛	101¼	+1⅛
		- F -								
11½	8.52	FAI Insur x	0.06	0.6		z0	u11½	11½	11½	
18	15½	FT Dearbn x	1.12	7.8		117	14⅞	14⅛	14⅞	+⅛
16⅞	9⅞	FabrCtmA			14	228	u19⅞	18⅝	18⅞	+⅝
43⅞	27¾	FanMae	0.84	2.2	15	43164	39¼	38¼	38⅞	
8¼	5⅞	Fansteel			13	5	6½	6½	6½	-⅛
10⅞	3¾	Farah Inc			17	439	9⅞	9⅛	5⅞	
33⅞	18⅛	Fed Hm Ln x	0.40	1.3	17	22703	21⅞	29⅞	29⅞	-½
28⅞	20¼	Fed Rlty	1.68	0.9	32	412	27⅞	27½	27⅞	+½
7½	5½	Feddrs	0.08	1.4	8	1317	8	5¾	5¾	-⅛
55⅞	33½	FedExp			28	3335	34⅞	53½	54⅛	-⅛
26⅞	16⅛	FedMgl	0.48	1.9		1513	25⅛	24⅞	24⅞	-⅛
28⅞	20⅞	Federal Sg	0.67	2.6	10	467	26⅛	25⅞	26	+½
37½	25	FedDpSt			28	12125	37⅛	36⅝	37	+¼
32⅞	22⅞	Ferro Corp	0.62	1.9	18	149	37	31⅞	32	+¼
22¼	12⅞	FleCan				266	16⅞	16¼	19¼	-⅛
108⅞	43	Fila	0.20	0.3	14	2509	62⅞	61½	62⅛	+¼
17⅞	11⅛	Fngrlnd	0.18	1.0	18	608	16½	16⅛	15⅞	-⅛
66⅛	41	First Am B	1.08	2.9	15	549	66⅝	65⅛	65⅞	+¼
84½	40	FstBkS x	1.80	2.3	14	1972	80⅛	79	79½	
12¾	9¼	FstBkAm				27	5	10⅞	10⅞	10⅞
29½	21	First Brnd	0.32	1.2	18	458	28½	26	28	-⅞
63⅞	34⅜	FChicNBD x	1.60	2.7	13	11760	58⅞	58½	58⅜	-¼
44	30½	FstDta	0.08	0.2	34	22384	35⅞	33⅞	34	-1⅛
18½	12⅞	First Fd	0.21	1.3		740	17	16⅞	16½	-⅛
17¼	13⅞	Fst Phil F	1.00	9.2		74	16⅞	16⅛	16⅞	
95⅞	51⅞	Fst Union x	2.32	2.7	10	8222	89⅛	86⅞	87½	-⅝
14⅞	8⅞	FstUnR	0.44	3.3	63	1033	13⅛	13	13⅛	+¼
54⅛	21⅛	FirstUSA	0.24	0.5	24	8169	50⅞	49⅛	49⅞	+1
66⅞	38¼	First Virg	1.50	2.9	15	237	53⅞	52⅞	52⅞	-1⅛
32⅞	18⅞	Firstar Co	0.76	2.5	17	871	30	28⅞	29⅞	
63½	37⅞	FleetF x	1.80	3.0	10	7429	61½	60⅞	60⅞	-⅛
37¼	23⅛	FlmEn	0.84	2.4	18	467	26⅞	26⅝	26½	+⅛
20⅞	11½	FlemOk	0.08	0.5	24	576	17⅞	17½	17⅞	
36½	30¼	FlePrg x	2.18	7.8	11	1767	30⅞	d30	30	-⅛
24⅞	12⅛	Flowers	0.62	2.8	30	2500	u24⅞	24½	24⅞	+⅜
48⅞	34⅞	Fluke	0.64	1.4	18	192	46¼	45⅞	45⅞	+¼
75⅞	57⅞	Fluor	0.76	1.3	17	34596	59⅞	d57½	57⅞	-6⅝
77⅞	60⅞	FMC Cp			11	2541	66⅞	66	66⅞	+½
21¾	10	Fluker				1671	30⅞	30	30⅞	+½
37¼	27⅛	Ford	1.54	4.8	8	10727	32⅞	31¾	32⅛	+⅛
9⅛	7⅞	Fortis x	0.73	0.9		27	8⅞	8½	8½	
47¼	33¾	FostWh x	0.82	2.1	18	629	38⅞	38⅞	38⅞	-⅝
28⅛	1	FoxMth	0.26	22.2		51	1⅛	1⅛	1⅛	
40⅛	41⅞	FPL x	1.92	4.3	13	2049	44⅞	44⅛	44⅛	
11¾	9⅝	France Gro	0.08	0.7		185	11⅞	11	11⅞	+¼
8⅞	7½	Frankl Pr x	0.54	6.3		299	8⅞	8½	8⅞	+⅛
65⅛	21.08	Frankl Rs	0.32	0.5	32	2509	61	59⅞	61	+1½
41½	20½	FredMeyer			22	3854	40	39½	39½	-⅛
6	3⅞	FrHedA x	0.10	2.5		z0	4	4	4	
5⅛	3⅛	FrHedB x	0.10	2.7		z0	3¾	3¾	3¾	
44½	26¾	FreMcM	0.35	1.3	18	993	28⅞	28⅛	28¾	+⅝
34¾	25⅞	FMCGA	0.08	2.9	34	1000	21	30½	30⅝	-⅛
35⅞	27⅞	FMCGB	0.90	2.8	38	7483	32	31½	21⅞	-⅛
32⅞	21½	Frmdfu	0.80	1.9	9	360	32	31⅛	31⅛	-¼
33¼	16⅞	Frontr	0.87	4.0	19	2344	21⅞	21¼	21½	+⅞
43	22⅞	FruitLoom				4382	42½	41	42½	+1¼
109⅛	72⅞	FshAmEn x	0.80	0.7		44	109⅛	109	109	-¼
29½	18⅞	Fuqua Ent			13	24	22½	22¼	27¼	-⅛
27¼	18	Furon	0.24	1.1	12	304	22¼	21⅞	22	+¼
		- G -								
28½	53⅞	GATX 3.875	3.88	6.6		11	58½	58¼	58½	
51⅞	43	GATX x	1.84	3.8	11	1627	49⅞	48⅞	49	
44⅞	3⅞	GRC Intl				412	4⅞	4⅜	4¼	+⅛
49⅞	37⅞	GTE x	1.00	4.1	15	14695	45⅞	44⅞	45⅞	+½
32	17	GTE F 1.25	1.25	8.7		z0	18¾	18⅞	18⅞	
9⅞	8⅞	Gabelli Eq	1.00	10.4		1324	9¾	9½	9⅝	+⅛
39½	29⅛	Gallghr	1.24	3.8	12	173	33⅛	32¾	32⅞	-⅛
84	58	Gannett x	1.44	1.7	18	4622	u84⅞	81¼	84⅞	+3⅞
36½	21	Gaplnc x	0.30	0.9	21	7853	36⅛	34½	34½	-⅝
28¼	18⅞	GaylrdEnt A x	0.40	2.8	15	687	20⅞	20⅞	20⅞	
40¼	32⅞	GC Cos				18	53	u40¼	39½	40¼ +¼
30⅞	23⅞	Gemini II	0.34	0.9	12	z0	38¼	38¼	30¼	
23	11½	Gncorp	0.60	3.1	15	1238	18⅝	19¼	19½	+¼
23⅞	19½	GnAInv	0.90	0.9		298	22⅛	22	22⅛	-⅛
75½	57	GenDyn	1.64	2.5	18	1869	66⅞	65⅞	66⅞	+¼
108⅞	69½	GenElec x	2.08	2.8	23	20960	104⅛	102⅞	102¼	-⅞
4½	2.30	Gen Host a				117	3¼	3½	3½	-⅛
14⅛	7⅞	Gen Housw x	0.32	3.1		8	10⅛	10¼	10¼	
90⅞	32	GnMill	2.12	3.4	21	7974	63⅞	61⅞	62⅛	-⅛
63¼	45¾	GenMtr	2.06	3.4	9	12893	58⅞	57⅞	65	+1
68¼	48	GnMtrH	1.00	1.7	18	5087	57¼	57¼	57½	+¼
177¼	28	GenRe	2.20	1.3	15	3486	170⅝	168⅞	169½	

1996/97 High	Low	Stock	Div	Yld %	P/E	Sls 100s	High	Low	Close Quote	Chng Prev Close
46⅞	33	GenSig	1.02	2.5	15	3705	41⅞	40⅞	41⅞	-½
56⅞	51⅞	GenseCtr			58	5523	u56⅞	55⅞	55¼	-¼
24⅞	18⅛	Gen Istr				9338	23⅞	22⅞	23¼	+⅞
11⅞	3⅞	Genesco			13	362	9	9⅞	8⅞	-⅛
8⅛	2	Geneva St				32	2½	2½	2⅝	
23¾	8⅛	Genrad Inc			11	2479	13½	12⅞	13	-⅞
48	40	GenuPt x	1.44	3.0	17	1967	47⅞	47⅛	47⅞	+½
29½	25⅞	Grgia Gf x	0.32	1.2	13	153	26⅛	26½	26⅞	-⅛
81	63	GrgaP	2.00	2.0	43	1180	77⅞	76⅞	77¼	+⅛
17⅞	12	Gerber Sc	0.32	2.0	23	34	15¼	15½	15¼	-⅛
13⅞	11	Germany Fd	0.47	3.5		155	13⅞	15⅛	13⅝	
20⅞	12⅞	Getty Petr	1.12	0.6	25	186	20½	20	20½	+⅛
10⅞	7⅞	Giant Grp			2	24	7⅞	7⅞	7⅞	-⅛
16¼	10⅞	Giant Inds	0.22	1.5	5	80	13⅞	13½	13½	-¼
86⅞	48¼	Gillte	0.72	0.9	47	8538	81¾	80¼	81⅞	+1⅞
8⅞	6¼	GlassGlc x	0.15	1.2	65	554	8⅛	8⅛	8⅛	
37⅛	23¼	Glaxo	0.98	2.7	18	5761	36⅞	35⅞	36⅛	+1¼
43	26⅝	Gleason Co	2.50	1.4	9	93	35	34½	34½	-½
25	18	Glob Ind			14	164	17¾	17½	17⅞	+⅛
25⅛	7⅞	Global Mar			19	5031	21⅛	20⅛	21	+⅞
76	49	GlfrstFn	1.44	0.6	16	1782	70⅞	69	69⅛	+⅝
45⅞	33⅞	Gdrich x	1.10	2.8	25	1430	40⅞	39½	39⅞	-⅛
55⅞	41½	Gdyear x	1.12	2.1		3473	55⅞	53¼	53⅞	+⅛
7½	4⅞	Gottschalk			31	23	5⅞	5¼	5⅛	-¼
36	30⅞	GPE	1.94	5.6	14	2748	34⅞	34⅞	34⅞	+¼
58½	37⅞	GraceW	0.50	0.9	23	2341	55	54¼	54¼	-¼
32½	62⅞	GrayW	1.06	1.5	13	1433	73¼	76⅞	76½	-¼
35¼	16⅛	GrGtAtlPa				227	11¼	18⅞	11	-⅛
32⅞	25⅞	G Wst x	1.08	3.4	11	1662	u32⅛	31½	32⅝	+1⅛
36⅞	19⅞	GtNPIr	0.20	0.7	13	1475	27⅞	27⅞	27⅞	-½
78⅞	41⅝	Gt Lakes C	0.60	1.2	13	1670	50⅞	49½	50	+¼
59½	44	GreenMt	6.50	12.1	9	5	58¼	56	60	
48⅞	21⅞	GtWFn	1.02	2.2	65	5641	46⅞	45	45½	-⅛
29⅞	22⅞	Green Mt P x	2.12	33	15	45	24⅞	23⅞	23⅞	-⅞
42½	23	GriTree x	0.20	2.3	16	5633	37⅞	36½	37⅛	+⅛
64½	26⅞	Grupo TS	1.00	1.9	18	1654	57⅞	56⅞	56⅛	+⅛
14⅞	7⅞	Grtton			15	637	14⅝	14¼	14⅞	+¼
13⅞	12½	Grwth Spn	0.17	1.4		15	12⅞	12½	12½	
9¼	3⅞	GrTMDR				2580	6½	6⅞	6½	+⅛
80½	32⅞	Guest	0.36	0.4	37	2143	70	69¼	69⅞	+⅛
72⅞	40	Guidant Sy				5563	72	70⅞	70⅞	-1½
30⅛	19½	Gulfstrd M	0.65	2.0	11	626	u30⅞	29⅞	30⅞	+½
		- H -								
21	15⅝	HS Tel ADR	0.52	5.1	15	490	18⅛	18	18⅛	+⅛
18⅞	13½	HRE Props	1.24	7.1	11	50	17⅞	17⅛	17⅞	+⅛
74	44⅞	Halbtn x	1.00	1.4	25	6430	69⅞	68⅞	69⅞	+1⅞
22⅞	8⅛	Halwood				4	26⅛	20⅛	20⅛	-⅛
13¾	8	H cock Fab	0.32	2.5	21	229	12⅞	12½	12⅞	
16½	14½	H cock Inc	1.21	7.9	19	22	15⅞	15¼	15⅞	+⅛
27⅞	19	H cock Jon	1.59	7.3	26	72	20½	20⅛	20⅞	
9⅝	4	Handlemn				259	8⅝	8¼	8¼	-⅛
19¼	15⅞	Handy Harn	0.24	1.5	6	415	16⅞	16⅛	16½	-¼
24⅞	17⅞	Hanna	0.42	1.5	17	402	23⅞	20	23⅞	
36	23	Hanvrfd x	0.34	1.5	19	428	35¼	34⅛	35¼	+⅞
38⅞	12	Hanson ADR	0.36	1.5	10	710	23⅞	23¼	23¼	+⅛
57	38	HarcBr	0.72	1.5	18	1251	47⅞	46⅞	47½	+½
33	23¼	Harland	0.30	1.0		215	30⅛	29⅞	30⅛	
49½	25⅞	Harley Dav x	0.24	0.6	19	2334	37⅞	36⅞	37⅛	+⅛
56½	32	Harman Ind	0.20	0.4	15	851	46⅞	46	46¼	-½
53	23½	Harnisj	0.40	2.3	10	1403	48⅞	47½	48	+⅛
38⅞	16⅞	HarrsEnt			19	5786	18⅞	18¼	18⅞	+⅛
80	45⅞	Harrs x	1.52	1.9	10	1212	78½	77⅛	78⅛	+1⅛
37⅝	29	Harsco	0.53	2.2	28	340	36⅛	36½	36⅝	
30⅞	19⅞	Hartmarx x	0.08	0.3	27	967	29⅛	28⅛	28⅞	+⅛
52½	42⅞	HrtStm	2.28	4.9	17	692	46⅞	46	46¼	+¼
6½	3⅞	Hartstn	0.60	10.7	8	343	5⅞	5⅝	5⅝	
16⅞	14½	Hatteras x	1.14	8.1		26	14⅛	d14	14⅛	-⅛
39½	32¼	HawaiianEl	2.44	7.1	13	99	34½	34½	34½	
23⅞	15⅞	HealthCo	1.44	7.6	16	54027	19	18⅞	18⅞	
37⅞	30½	Health Cs	2.40	7.1	15	225	34	33⅞	33⅞	+⅛
49⅞	9⅞	HlthsrceCo				8710	28⅞	20½	20⅞	+⅛
44⅛	5½	HlthSouth			32	10466	u44⅞	43⅞	44½	+⅞
9½	5⅞	HechtM				1060	6⅞	6⅞	6⅞	
24⅛	12⅞	HeclaMiny	0.28	1.5	26	1681	17⅞	17½	17⅞	+⅛
44⅞	28⅛	Hecrz	1.18	2.8	22	15195	41⅞	41⅛	41⅞	
58	26⅞	HelmrP	0.52	1.1	21	1331	48⅛	46⅛	47⅛	+1⅛
66⅛	42¼	Hercules x	1.00	2.2	15	1218	46⅞	45⅞	45⅞	-¼
51⅞	32	Hrshey x	0.80	1.6	26	5317	50⅞	49⅞	50	+1⅛
60	37	HewPac	0.48	0.8	21	20509	56⅞	55¼	55⅞	
22	10½	Hexcel				563	20	19⅞	20	+¼
73⅞	37	HFS				4703	68⅞	66½	66	-2
14⅞	9⅞	Hbernia A	0.32	2.3	16	3223	13⅞	13⅝	13⅞	
8⅛	7⅞	Hi Yld Inc r	0.72	9.4		128	7⅞	7⅞	7⅞	-⅛
8⅞	8⅛	Hi Yld Pls x	0.84	9.3		53	9⅛	9	9	-⅛
24⅛	16⅞	HighCas				44	22⅞	22⅞	22⅞	
14	11⅞	HlmnpSH x	0.62	4.7	15	498	13¼	13⅛	13¼	-⅛
40¼	31⅞	Hilenbrn	0.66	1.7	19	598	40	39⅝	39⅞	+⅛
31⅞	15¼	HiltonH x	0.32	1.2	37	4135	27⅛	25⅛	25⅞	-⅝
107½	86	Hitachi	0.83	1.9	23	60	87⅞	86⅞	87¼	-⅛
59⅞	41½	HomeDep x	0.23	0.4	29	15532	58⅞	57⅛	58⅛	+1⅛
20⅞	13⅛	HmstkM	0.20	1.2	37	5665	16⅞	16⅛	16⅞	
65⅛	40⅞	HondaM ADR	0.21	0.4	17	347	59⅞	58	59½	+2⅞
76⅝	44⅞	Honywell x	1.08	1.5	22	1745	74	72⅞	72⅞	+⅜
47½	28	HrzMann x	0.54	1.2	14	867	46⅞	46⅞	46⅞	+⅜
28	8⅞	HrzCMS Hc			25	6479	17⅞	17⅞	17⅞	+½
28	19⅞	Hounel	0.62	2.4	25	608	26⅞	26	26¼	+⅛
24⅞	12⅛	Hordand x	0.12	0.5		956	23⅞	23⅛	23⅞	+⅛
18⅞	11⅛	HstMar				6344	18⅛	17⅞	17⅞	+⅛
10⅞	5⅞	HstMarrSv			22	198	8½	8⅛	8⅛	+⅛
56⅞	40⅞	Houghton M	0.86	1.7	17	230	56⅞	55⅞	56⅞	+⅞
108¼	62	Hshd I	1.56	1.6	18	3003	87⅞	95½	96½	-⅛
16	12⅛	Howell	0.16	1.1	28	18	14⅛	14⅞	14⅞	
45⅞	31¾	Hubbell B	1.04	2.4	20	969	43⅞	42⅞	43½	+½
21⅞	11½	Hudson Fds	0.06	0.5	22	271	17⅞	17	17⅛	-⅛
14⅞	18⅛	Huffy Corp	0.34	2.5	28	400	13⅞	13⅝	13⅞	-⅜
44⅞	26⅞	Hughes Sup	0.40	1.1	22	665	36	34⅞	35½	+⅛
28⅞	15	Humana				9909	23	22⅞	22⅞	+⅞
18⅞	12⅛	Hunt Mfg C	0.38	2.1	13	80	u18⅞	18⅛	18⅛	+⅛
8⅞	3⅞	Huntingdon	0.22	2.2	4	40	9⅛	9⅛	9⅞	+⅛
9¾	8¼	Hyperion x	0.90	9.5		55	9⅞	9½	9½	
		- I -								
29	22½	IBP Inc x	0.10	0.4	11	2092	23⅞	23¼	23⅞	-⅛
28	11⅞	IP Tim	2.00	15.8	1	205	12¾	12½	12⅝	
12⅛	9	IRT Prop	0.90	8.1	17	686	11⅛	11⅛	11⅛	-⅛
4⅞	1⅞	ICF Ka			13	56	2⅛	2⅛	2⅛	
34⅛	27¼	Idaho Pwr	1.86	6.2	13	565	30⅛	30	30⅛	+⅛
27⅞	19⅞	Idex	0.48	1.9	14	279	24⅞	24⅞	24⅞	+⅛
52.81	29⅞	IllTool	8.16	0.4	32	z0	39⅛	36⅞	20⅛	-1⅛
33	27½	IlPw4.42	2.21	7.2		z90	30½	30½	30½	-½
30⅞	25⅛	Ill PwL08	2.04	7.2		2	28	28½	28½	-1½
31½	26⅞	Il Pw4.2	2.18	6.8		z0	30⅞	30⅞	30⅞	
36⅛	23¼	IllinoisCp	0.92	2.7	15	1298	34⅞	34	34⅛	-⅞
47½	41	IlPwARPA	3.00	6.5		z0	46	46	46	
30⅞	23¼	Illov	1.24	5.3	9	6147	23⅞	d22⅞	23⅞	
60	45⅞	ICI x	2.18	4.5	15	131	48⅞	48⅛	48⅛	-⅛
33⅞	18⅞	Imation				1152	27⅛	26½	25⅛	+⅛
44½	32¼	IMC Global x	0.32	0.9	23	4108	34⅞	33⅞	34	-⅛
6⅛	2⅞	Imo Del				42	3	3	5	
17⅞	13⅞	INA Invest	1.24	7.8		11	16⅛	18	18	
37⅞	28¾	Inco x	0.40	1.1	33	3892	37	36⅞	37	+⅞
17	10⅞	IndiaGrth	0.06	8.6		180	12½	12¼	12⅛	+⅛
28⅞	22⅞	Ind Energy	1.14	4.3	14	133	26⅞	25⅛	26⅞	+⅛
13⅞	8⅝	IndnFd				123	10⅞	10⅛	10¼	-¼
49⅞	35¼	IngRnd	0.82	1.7	14	5214	48⅞	47⅞	48	-⅞
29	10	InldSt	0.20	1.9	16	1243	20⅛	19⅞	20⅛	+⅛
40⅞	14⅞	InputOutp			18	1527	17½	17	17¼	+⅛
20¼	16⅞	IntSiph x	0.25	1.4	13	83	17⅞	17⅞	17⅞	-⅛
8¼	2⅞	IntelliCl				57	6⅛	5⅞	5⅞	
17⅞	14⅞	Intercap x	1.32	8.2		28	16⅛	10	16	+¼
4½	1⅞	Intlake			10	282	2⅞	3¼	3¼	
170⅛	83⅞	IBM	1.40	1.0	12	17305	144⅞	142⅛	143⅞	+⅞
21⅞	11⅞	IntFnB			46	281	20⅛	19⅞	19⅞	+¼
61⅞	40⅞	Int FF	1.44	3.1	27	3652	46⅞	45⅞	46⅞	-⅛
22	15⅞	IntMult	0.08	3.8	21	164	21⅞	20⅞	21⅛	+⅛
44⅞	35⅞	IntPap x	1.08	2.5	41	7237	43⅞	42⅞	43⅞	-⅝
53½	39⅞	Intpub x	0.68	1.3	20	2645	52⅞	51½	51½	-⅛
48⅞	20½	Interra x	0.72	1.8	8	238	40⅞	39⅞	39⅞	-1⅛
19½	16⅞	InterstAln	0.16	6.9	10	56	17½	17½	17½	
33½	28⅞	IntstPw x	2.08	7.2	10	35	29½	28⅞	28⅞	
7⅛	3⅞	IntTAN				54	4⅛	4⅛	4⅛	
23½	10⅞	IntlGameT	0.12	0.7	17	4749	17½	17	17¼	+⅛
27	11¼	Int Recti			14	938	13½	12⅞	12⅞	-¼
85	6⅛	Int Techn				26	8⅞	8⅛	8¼	-⅛
26⅞	14½	Iomega Cp			34	4453	14⅞	14⅝	14⅞	+⅛
53	38⅛	Ionics			27	1056	47	45⅞	48⅛	+⅛
32⅞	24⅝	Ipalco Ent	1.80	3.2	15	1857	31⅝	30⅞	31⅞	+⅛
15¼	11⅞	Irish Inve	0.22	1.5		12	15⅛	15	15	-⅛
16½	12⅞	Isomedix			13	112	12⅞	12⅞	12½	
18½	7⅞	Italy Fund	0.24	2.8		28	9⅛	8¼	9¼	-⅛
66⅞	40⅞	ITT Cp			26	7330	60	59⅛	28	+⅞
81	44½	ITT Hr x	1.80	2.1		6007	76⅛	75⅞	75⅞	-⅛
28⅞	21½	ITT In x	0.50	2.5	13	1478	24⅞	24⅛	24¼	-⅛
		- J -								
52	44½	J River PF	3.28	6.7		z0	50¼	50¼	50¼	-⅛
13⅞	9⅝	Jackpot En	0.32	3.2	15	28	10	9⅞	9⅞	
29⅛	18⅝	Jacobs Eng			16	533	25⅛	24⅞	25⅛	-⅝
10½	7½	Jakarta Gr				72	9¼	9¼	9¼	
10	8⅛	Jap Otc	0.64	0.6		31	8¼	d6⅞	8¼	+⅛
61½	45⅞	JeffP	1.28	2.7	14	1997	60⅝	59½	60⅛	-⅝
104½	98	JrsyP7.88	7.88	7.7		z0	103	103	103	
29½	7⅞	JLG Ind x	0.02	8.1	16	1667	21⅛	20⅞	21⅛	+½
91⅞	82½	JhnCtn x	1.72	2.0	14	645	84⅞	83⅞	34	+⅞
62¼	41½	JhnJ	0.76	1.3	26	22147	59⅞	57½	57⅞	-1
8⅝	7⅞	Johnston	0.40	5.6		62	7¼	d7⅛	7⅛	
24⅞	10⅞	Jostens In	0.88	4.0	24	825	22⅛	21⅞	22	
		- K -								
37⅛	23½	KLM R Dtch	1.02	3.3		603	31	20	31	+1⅛
41¾	27	KN Energy x	1.09	2.6	19	303	41	40⅛	41	+⅝
98½	65½	KanCl 4.5	4.50	4.0		z50	66	98	98	-¼
31¼	23⅞	KanebP Pf			12	92	30⅛	29⅞	28	+⅛
19½	8⅛	Kanebr Sv x	0.86	8.6		z0	18	10	18	
4½	2¼	Kaneb Serv			20	912	4⅛	3⅞	3⅞	-¼
29⅞	23⅞	KanCtyP x	1.62	5.7	16	250	28½	20¼	28¼	-¼
18¼	15	KanCtyS 4% x	1.00	8.2		z0	18¼	16⅛	18⅛	
50⅞	38½	KansasS In x	0.40	0.6	15	1276	53⅞	52⅛	52⅞	-⅝
18¼	9⅝	Kalyind	0.30	1.9	9	43	15⅞	15⅝	15⅞	-⅛
18⅞	11¼	KaufmanBr	0.30	2.1		332	14	13⅞	14	
49½	28⅞	Kaydon x	0.08	1.3	14	91	43⅞	42⅞	43⅞	+1
0½	8⅞	Kf Gan Amc x	0.78	8.8		103	9	8⅞	8⅞	
80⅞	62⅞	Kellogg x	1.68	2.5	28	2906	81¼	66½	67	-1¼
28⅛	13⅞	Kellwood x	0.60	2.3	17	466	u27	26	26½	-⅞
11⅛	10⅛	Kemp Mults x	0.67	6.5		172	10⅛	d10⅛	10¼	-⅛
10¼	9⅛	Kemper Hi x	0.90	8.0		60	10	9⅞	18	+⅛
13⅞	12¼	Kemper Mun x	0.87	6.6		176	13⅛	13⅛	13⅛	
43⅛	27¼	Kennmt	0.68	1.7	14	523	41	40¼	40⅛	
75	65¼	Kerrmgc x	1.80	2.0	14	1978	84⅞	83⅞	84⅞	+1
58⅞	33⅞	KeyCp x	1.68	3.1	18	4118	54	52⅞	54	+⅞
12	6⅛	Keystn Con				35	53	9	9	0 -⅛
27¾	17¼	Keystn Int	0.74	3.9	15	209	19⅞	18⅞	18⅞	-¼
126½	68⅞	KimbCl x	1.92	1.8	21	5088	150⅛	105⅞	105⅞	-1½
45⅛	34⅛	KngWld			9	428	37⅞	36½	37	-⅞
20½	17⅞	Kirby Crp	0.10	0.6	17	357	16⅛	17⅞	18⅛	+⅛
14¼	5⅞	Kmart				25210	33	12⅞	12⅞	12⅞ -⅞
42	29⅞	KnRdd	8.28	2.0	14	2901	41⅛	40⅞	40⅞	+⅞
15⅞	9⅞	Kollmorgen x	0.08	6.6	15	148	14⅛	13⅛	15⅞	-⅞
24	14½	Korea Fd	0.06	0.4		410	15	14⅞	15	-¼
55⅛	33½	Kroger			20	2619	u56⅞	54⅞	56⅞	+2
31⅛	27⅛	KU Energy x	1.76	5.7	14	659	30⅞	30½	30⅞	+⅛
24⅛	11⅞	Kuhlman Cp x	0.60	2.8	17	405	22	21	21¼	+½
43	21⅞	Kysor Indu			13	z0	42⅞	42⅞	42⅞	

1996/97 High	Low	Stock	Div	Yld %	P/E	Sls 100s	High	Low	Close Quote	Chng Prev Close
		- L -								
5⅞	1⅞	LA Gear				188	1⅞	1⅞	1⅞	
28¾	20½	LG&E En	1.15	4.8	13	265	25⅛	24⅞	25	-¼
39⅝	17⅛	LSI Lgc			33	7088	37⅞	36⅞	37½	+⅞
24	15¼	La Quinta x	0.07	0.3	28	7103	22	21⅞	21⅞	+⅛
36⅞	28⅞	LaZBoy	0.64	2.4	14	178	35⅞	34⅞	35⅞	+⅛
24½	20	Laclede Ga x	1.30	5.6	11	30	22⅞	22⅞	22⅞	
24½	18⅛	Lafarge	0.40	1.7	11	240	23⅞	23	23⅞	+¼
13⅞	6⅞	Lamson & S	0.03	0.0	7	115	8⅛	8	8⅛	
30¼	12¾	Lands End	0.20	0.7	24	583	28⅞	27¼	28	-⅛
13	10⅛	Lamdr Inc	0.40	3.4	18	1204	11⅞	11½	11⅞	+⅛
39⅞	25⅛	Lanr Corp			15	2365	36⅞	36½	36⅞	+½
28	21	Lebronst	0.72	3.1	13	52	23½	23⅛	23½	-⅛
25⅞	19	Lee Entrp x	0.52	2.1	20	742	25	24⅞	24⅞	-¼
51½	20⅞	Legg Mason x	0.52	1.1	14	185	47	46⅛	46⅞	+⅛
36⅞	20⅞	LeggPl x	0.52	1.4	21	402	36½	38	38⅝	+⅞
37	20⅞	Lehman	0.24	0.8	9	3080	32⅞	31⅛	31½	-⅞
27⅞	21⅞	Lennar Crp	0.16	0.4	10	439	25⅞	25	25⅛	-⅛
5½	2⅛	Leslie				57	46	4⅞	3⅞	4
12⅛	8½	Liberty AS x	0.32	2.7		592	11⅞	11⅞	11⅞	
47⅞	30⅛	Liberty Cp x	0.74	1.7	14	173	42⅞	42⅞	42⅞	
95	49⅛	Lilly	1.44	1.7	30	11867	86⅞	87⅞	85½	-1½
20	12⅛	LillyInd x	0.32	1.7	23	104	19½	19¼	19⅞	
27½	15¼	Limitd x	0.48	2.4	13	10047	20⅛	18⅞	20⅛	+⅛
81⅞	43⅞	LincNtl	1.96	3.2	12	1593	61½	59⅞	61½	+2⅛
20⅛	16⅛	Lincn NtFd	2.72	14.7		59	18⅛	18⅛	18½	+⅛
71½	55½	LoogL Pfd	5.50	7.4		z0	68	68	68	
51½	40¼	Litton			12	374	41½	40⅞	41⅛	+⅞
45½	29¼	LizClb	0.45	1.0	20	2592	44⅞	43⅞	44½	+⅛
5⅛	3⅞	LL&E Rty x	0.08	17.9	14	212	u5⅛	4⅞	5	
96⅞	73	LockM x	1.60	1.9	12	2703	85⅞	84½	84½	-½
43	16⅞	Loewen Gp	0.16	0.5	35	786	33⅞	32⅞	33⅞	-⅞
112⅞	72½	Loews	1.00	1.0	8	3036	104⅞	103⅞	103⅞	-⅞
43⅛	25¼	Logicon x	0.24	0.6	17	164	37⅞	36⅞	37¼	+1
23⅞	15⅞	LgIsLt	1.78	7.5	16	3443	u23⅞	23⅞	23⅞	+½
27½	18⅞	LngdBk x	0.56	2.2	16	195	25⅛	25	25	
19¼	14⅛	Longview F	0.64	4.1	19	741	15⅞	15½	15½	
63⅞	39⅞	Loral x	0.24	0.5	21	2070	40½	47⅞	48⅞	+1⅞
28⅛	19⅞	LouisP	0.56	2.7		520	21¼	21	21⅛	
43⅛	28⅞	Lowes	0.22	0.6	22	6134	38	38½	39	+1½
15⅞	10	LTV	0.12	1.8	12	2158	12⅞	12⅛	12⅞	-⅛
36	26⅞	Lubrzl	1.00	2.9	12	282	34½	34⅞	34⅞	
25¼	19⅞	Lubys Cafe x	0.08	4.1	11	1446	20	d19⅞	19⅞	-⅞
60⅞	29⅞	LucentTch	0.20	8.6	42	25059	95⅞	52	53⅞	-2⅞
30¼	13½	Lukens Inc	1.00	5.3		110	18⅞	17⅞	18⅛	+⅛
62¼	50⅞	Luxottica	0.39	0.7	19	247	59½	58	58	
25⅞	19⅞	Lydall			16	151	22	21⅞	22	-¼
32¼	20⅞	Lyondell P x	0.90	3.6	14	815	22¼	23⅞	23⅞	
		- M -								
104⅝	70	MBIA Inc	1.52	1.6	13	1181	98⅞	97¼	98	-½
32⅞	21⅞	MCN	0.97	3.3	17	757	29⅞	29⅛	29½	
0⅞	5⅞	MDC Hldgs	0.12	1.3	8	50	u9⅞	9⅛	9⅛	-⅛
23½	19⅞	MDU Res x	1.11	4.9	14	60	22⅞	22½	22¼	+⅛
6⅞	6¼	MFS Gov Mr x	0.53	0.9	10	400	6¼	6⅝	6⅝	-⅛
32¼	15	MGI Prop	1.08	5.0	10	129	21⅞	21½	21½	-¼
48⅞	22¼	MGM Grand				24	1434	33⅞	32⅞	33 -¼
30¼	12⅞	MacFrll				21	247	20	28¼	28⅞ +⅛
35⅞	21⅞	Magna Grp	1.00	3.0	15	323	33¾	33⅛	32½	+⅛
18⅛	6⅞	Magnetek				1097	17⅝	16⅞	17⅛	-⅛
21¼	16½	Malaysia F				88	17⅞	17⅜	17⅞	-¼
45⅞	34⅞	Malkrt x				1325	42⅞	42⅛	42⅞	+⅛
44	18⅞	Maltec	0.67	1.8	15	101	36⅛	35⅞	35⅞	+½
28¼	15⅞	ManorC	0.60	0.3	23	1415	26⅞	26⅞	26⅞	-⅛
43	23⅞	Manpwr	0.18	0.4	20	3362	39½	38⅞	39¼	+½
4½	2⅞	Manus Lne	0.20	4.6	10	223	u4½	4¼	4½	+¼
34¼	26½	Mapco	0.68	1.9	13	873	31⅞	31⅞	31⅛	
7	5	Marcus	0.30	4.8	14	68	6¼	6⅛	6¼	
24½	17½	Mark IV x	0.18	0.7	32	669	24⅛	23¼	24	-⅛
59⅞	37¾	Marrit	0.32	0.6	22	4181	51⅛	50⅞	50⅞	+⅛
139⅞	64¾	MshMcL	3.60	2.8	20	9586	128⅛	126⅞	128	+1
34⅛	25½	Marshall				11	94	33¼	33¼	33½ -⅛
37⅝	26⅝	MascoC	0.80	2.2	20	2141	37⅞	36½	37	+⅛
21¼	10⅞	MascoTch	0.20	1.0	42	264	21⅛	20⅞	21	+⅛
10	8⅞	MassmPrt	0.78	7.8		25	9⅞	9⅞	9⅞	
41⅞	34¼	MassmCp	2.80	7.1	11	10	39⅞	39½	39½	
20⅞	12⅞	MatSci			13	117	17	16⅞	16¼	+⅛
188	142⅞	Matsushita	0.95	0.6	28	39	152½	149	152½	+4
32½	21½	Mattel x	0.24	6.9	18	7614	28⅛	25⅞	26⅞	+½
20⅞	12	Maxxim				13	41	16	15⅞	15⅞
52⅞	48	MayDSt x	1.20	2.5	17	5136	48⅞	48⅛	48⅞	
23⅞	17½	Maytag x	0.64	3.0	15	3666	22⅞	21⅞	21⅞	-⅛
37⅞	15¼	MBNA x	0.48	1.4	25	10738	33⅞	32⅞	33½	+⅛
27⅞	14.58	McClatchy x	0.38	1.5	22	184	25⅞	25	25¼	+⅞
30¼	25½	McDerm2.2 x	2.20	7.4		73	30⅛	29⅞	29⅞	+½
21⅞	29⅞	McDerm2.6 x	2.60	8.3		z0	u31⅞	31½	31⅞	
40⅞	17⅞	McDon Inv	0.38	1.0	18	135	39½	38⅞	38⅞	-½
54¼	41	McDnld x	0.30	0.7	19	22035	44½	44	44⅛	+¼
71¾	44⅞	McDnDg x	0.48	6.7	17	3272	65⅞	64½	64⅞	+⅛
53⅞	37⅞	McGrwH	1.44	2.8	20	1681	51½	50⅞	51½	+⅞
66⅞	38	McKesn x	1.00	1.6		663	63½	62⅞	63	-⅛
61⅞	48½	MeadCp	1.20	2.0	18	3007	59⅞	58	59⅞	+⅛
35	23¼	Measurex	0.44	1.3	15	z0	34⅞	34⅞	34⅞	
40⅞	31⅞	Medtrst	2.83	7.3	14	416	38⅞	38⅞	38⅞	+⅞
71⅞	44½	Mdtrnc	0.38	0.6	28	13029	66⅞	63½	64⅛	-¼
41⅛	25¼	Meduss Cp x	0.80	1.5	11	704	40	38	39½	+1⅛
86⅛	48½	MelloBk	2.40	3.0	15	4643	82⅞	80⅞	81⅛	-⅞
9⅛	8½	Mentra x	0.84	9.2		168	9⅛	9	9	+⅛
67	44⅞	MercSt x	1.14	2.3	15	390	49⅞	49⅛	49½	
99⅞	56½	Merck x	1.66	1.8	27	40684	90⅞	87⅞	88½	-2
16	1½	Mercury Fe				4	9500	3⅛	3	5
85	39⅞	Mercury G x	1.16	1.8	16	627	64⅞	62⅞	64⅛	+2⅛
54⅞	38⅛	Mrdth x	8.52	1.1	23	694	48⅞	48	48⅞	+⅛
104	49⅞	MerLyn	1.20	1.3	11	8771	94⅞	92⅞	93¼	
8½	2⅞	Mesa				2528	6	5⅞	5⅞	+⅛
4⅞	3½	Mesabi Tst	0.58	12.5	16	196	4⅞	4½	4⅞	+⅛
18⅛	11⅞	Metsk Inc			11	23	16⅞	16½	16½	-¼
17⅞	12⅞	Mexico Fd	0.62	3.6	4	395	16⅞	16⅛	16⅞	+⅛
81½	50½	MGIC Inv	0.18	0.2	16	1858	81	79½	80⅞	+⅛
43⅞	16⅞	MicrnTech	8.18	0.2	34	98600	u45⅛	42⅞	43	+3
4	⅞	MidAmWaste				z0	⅞	⅞	⅞	
11	7⅞	MidAmRl	0.88	8.8	21	148	10⅛	10	10	
18⅞	14⅞	MidamEngy	1.20	7.8	11	655	17⅞	17⅞	17⅛	
23⅞	17⅞	Millem Ch x	0.60	3.3	18	z0	18⅛	16⅞	18⅞	-⅛
47⅞	33⅞	Millpr x	0.36	0.8	42	681	43	42⅞	42⅞	+¼
93⅞	81¼	MMM	2.12	2.4	24	6509	90⅞	89⅞	89⅞	+½
29⅞	16½	Minnge Res			21	4980	29⅛	23	23	-⅛
27⅞	23⅞	MisChm				z0	25⅞	25⅞	25⅞	-1
23⅞	15½	MtchEnA x	0.40	2.3	18	116	21	20⅞	21	+⅛
23½	15⅞	MtchEnB x	0.53	2.5	10	123	21	20⅞	21	+⅛
6⅛	5⅛	Mitel Corp			10	108	5⅞	6⅞	5⅛	
133⅞	107½	Mobil	4.24	3.2	18	6416	132⅛	129½	130½	+⅛
14⅞	6⅞	Molecular				406	18⅞	9⅞	10⅛	+¼
13	7⅞	MonMch	0.20	2.6		16	7⅞	d7⅞	7⅞	
43¼	23	Monstn	0.60	1.5	27	13835	41⅛	40⅛	41	+1¼
23	20⅞	Montana Po	1.60	7.4	18	475	21⅞	21⅞	21⅞	+⅛
9⅞	5⅞	Montedisn				8	7⅞	7⅞	7½	
19½	16⅞	Montgmy St	1.48	8.2	9	82	18⅛	18	18	-⅛
22⅞	17	Moore Corp x	0.84	4.4	7	387	21½	21⅞	21½	
109⅞	73½	MrgnJP	3.52	3.3	13	7428	107	105⅞	106⅞	+⅛
13	8⅞	MorganGren	1.11	11.1		135	10⅛	10	10	-⅛
81½	69½	MgnJP Pf	5.00	6.4		z0	77⅞	77⅞	77⅞	
32	11½	Morgan Kgn	0.32	1.5	18	114	20⅞	20⅞	20⅞	-⅛
8⅝	4⅞	Morgan Pr			12	212	7⅞	7¼	7¼	
72⅛	40¼	MrgnSt	0.96	1.2	18	3680	64⅞	63¼	64⅞	+1½
16¼	6⅞	MorKnud				588	10⅛	9⅞	10	
44⅞	33¼	Mrtn	0.60	1.4	17	3351	43½	43⅞	43⅞	+¼
69¾	44⅛	Mtrla x	0.40	0.9	28	12925	56⅞	55¼	55⅞	-⅞
8⅝	8⅞	MnPntT x	0.60	6.5		79	9⅞	9¼	9⅛	
11½	18⅞	Movielanc	0.06	6.3		65	10⅞	10⅛	10⅛	
54⅞	38.27	MrphyOil	1.30	2.7	17	987	48⅞	47⅞	48⅛	+⅛
23¼	14	Mylan Labs	0.16	1.8	29	1793	16⅞	16⅞	18½	+⅛
14	10	MYR Gp x	0.22	1.8	18	31	12¼	12¼	12¼	+⅛
		- N -								
65	52½	NCH Corp x	1.20	2.0	11	19	60	58⅞	60¾	+⅛
44⅛	30	NabiscoA x				6651	41⅛	40¼	41⅛	+1
40½	28½	NAC Re	0.24	0.6	10	288	90⅞	38⅞	38⅞	-⅛
64	43⅞	Nacco x	0.75	1.4	8	153	52⅞	52⅞	52¼	-½
26	28⅛	NalcoCh	1.00	2.6	18	1638	38⅛	37½	37⅞	-¼
18⅞	9⅞	Nashua			4	33	12½	12¼	12¼	-⅛
15½	9⅞	NatAutoCr			11	167	11⅞	11¼	11½	
28	22⅞	NatnlBk x	1.32	2.2	14	33505	60½	58⅞	58⅞	-1
24⅛	10½	NwdeHlth	1.56	6.9	18	1003	22⅞	22⅞	32⅞	
66½	43⅞	Nat Austra	4.35	6.0	12	288	64⅞	63	64	+⅞
54⅞	30⅞	NtCity	1.64	3.2	15	8525	51⅞	50⅞	51⅛	+⅛
47½	20⅛	NtData	0.30	0.7	35	826	43	41⅞	43	+1⅛
22⅞	7⅞	Nat Educn			25	2622	15¼	15⅛	15⅞	
44⅛	31⅞	Nat Fuel	1.68	2.0	14	548	43⅞	43¼	43⅞	+⅛
44	26¼	Nat Presto	2.00	5.5	18	322	36⅞	36½	36½	+⅛
32⅛	13	NtSemi				18724	29⅞	29⅛	29⅞	+⅝
40¼	31⅞	NtServ	1.20	3.1	17	823	38⅞	37⅞	38⅛	+1
11	6⅞	Nat Stand				8	12	8⅞	8⅞	+¼
28¼	20	Natwst	0.07	0.3	20	134	22¼	22	22	+⅛
12⅛	8⅞	Navistr			15	1478	9¼	9⅞	9⅞	+⅛
53	52¼	Navistar 6	6.00	10.3		21	58½	58¼	58⅞	-⅛
36¼	17⅛	Neiman Mar			27	213	28⅛	27⅞	28½	+¼
35⅞	11⅞	Network Eq			13	808	15½	15	18½	
22⅞	10⅞	Nevada Pwr	1.60	6.9	12	247	20⅛	20	20⅛	+⅛
5⅛	4⅞	New Am Hi x	0.59	11.7		487	4⅞	d4⅞	4⅞	-⅛
23	14½	NEngBus	8.00	3.5	19	130	u23	22½	23	+½
40⅞	21	NEngEl x	2.36	6.6	10	413	34⅛	34	34⅛	+⅛
14⅞	11⅞	New G'many	0.37	2.6		627	14⅞	14⅛	14⅛	+⅛
30⅞	26⅞	New Jsy Rs x	1.60	5.8	13	394	28⅝	28⅛	28⅞	+⅛
25⅞	19⅞	NewPlanR x	1.44	0.9	10	390	24⅛	22⅞	23⅞	-½
26⅞	20⅞	NYSEG	1.40	6.3	9	913	22⅞	22⅛	22⅛	-⅞
37¼	20¼	NwlrgeNat			27	4298	30⅞	29⅞	30⅛	-¼
38⅞	26	Newell	0.64	1.7	22	1283	37⅞	36½	36⅞	+¼
18¾	15	Newhall	0.48	2.3	14	184	17½	17⅞	17⅞	+¼
72⅞	38⅞	NwmtG	0.48	1.1	51	317	44½	44	44⅞	-⅞
60¾	39¼	NwmtM	0.48	1.1	40	3317	43⅞	42⅞	42⅞	-¼
24⅛	16⅞	News Corp	0.88	8.4	7	10094	21⅞	20¾	20⅞	-½
42½	32	NiagM3.6	3.60	8.7		6	41½	41	41½	+1½
11⅞	6½	NiagM				810369	8⅞	8⅞	8½	-⅛
76⅞	31⅞	NKeB	0.46	0.6	20	16892	65⅞	65⅞	65½	+1⅛
40¼	35¼	Nipsco Ind	1.80	4.7	13	564	39⅞	38½	39½	
15⅞	7⅞	NL Ind			55	415	11⅞	11⅞	11⅞	+⅛
50	26⅞	Noblaf	8.18	0.4	24	2267	40⅞	39⅞	39⅞	-⅛
21	11⅞	NobleDrll			38	5457	19⅞	18½	19⅛	+⅛
15⅞	7⅞	NoramE x	0.28	1.9	21	729	15	14⅞	15	+⅛
6½	1⅞	Nord Res				451	4	3⅞	3⅞	
98¼	76⅞	NorfkS	2.40	2.6	15	1637	95⅞	91⅞	91¾	-1⅞
57⅞	48½	Norsk Hydr	8.77	1.5	12	101	50⅞	50¼	50¼	+⅛
27½	9⅞	Nortek Inc	0.10	0.4	13	130	24	23⅞	23⅞	-⅛
42⅞	22⅞	Nstn Fork	1.00	2.4	15	2311	41⅞	41⅛	41⅞	+⅛
29¾	9¼	NE Util x	1.00	10.7		4900	9⅞	d9⅛	9⅞	-⅛
53⅞	44½	NStPw	2.76	5.9	12	984	47½	46⅞	47⅛	+½
17	40⅞	NTele x	0.52	0.9	51	4076	60⅞	57⅞	60½	+⅞
1⅞	⅞	Northgate				8	144	⅞	⅞	
34⅛	57⅞	Nrtrp x	1.60	2.1	17	1085	74⅞	73⅞	74½	+⅛
39½	26⅞	Nrthw Pub	1.84	4.8	15	84	38⅞	38	38½	+½
53⅞	30½	Norwest	1.20	2.4	16	5514	50½	49½	50½	+⅞
10	0	Novo	0.32	3.6	6	96	8	8⅞	8⅞	
13⅞	5⅛	Novacare			24	1977	13	12⅞	12⅞	-¼
34¼	31½	NovoNS	0.10	0.3	27	184	53⅞	53⅞	53⅞	+⅛
17	16⅞	Nu Ca Mun x	1.01	6.3		46	16½	16⅛	16⅛	-⅛
63	45⅞	Nucor Corp	0.40	0.6	16	2213	49⅞	47⅞	47⅞	-⅛
23⅞	10½	Nui Corp x	0.94	4.4	14	81	21½	21⅛	21⅛	-⅛
12⅞	11⅞	Nuveen M I x	0.78	6.4		47	11⅞	11⅞	11⅞	
11¼	18	Nuveen M M x	0.64	6.2		84	18⅛	d18	16⅛	+⅛
22	16⅞	Nynagic	0.40	1.9	9	0	20⅞	20⅞	20⅞	-⅞
59½	42	Nynex	2.36	4.9	15	9718	43½	47⅞	49½	+1¼

1996/97 High	Low	Stock	Div	Yld %	P/E	Sls 100s	High	Low	Close Quote	Chng Prev Close
		- O -								
8⅛	8	OHM Cp			18	177	8⅞	8⅞	8⅞	-⅛
30	16⅞	Oak Inds			11	328	20½	20⅞	20⅞	-¼
30¼	10¼	Oakwood Hm	0.04	0.2	12	1413	18⅞	18	18¼	-¼
27⅞	28⅛	OccidP x	1.00	4.0	13	3033	25	24⅞	25	+¼
25⅞	12⅞	OfficeDepot				26279	22⅞	21⅞	21⅞	-⅞
23⅞	17⅞	Ogden x	1.25	5.7	18	1086	27⅞	21⅞	22	
24⅞	18¼	OhioEd x	1.50	6.9	10	1981	21⅞	21⅞	21⅞	-⅞
62	52	OhioE4.4 x	4.40	7.2		z0	60⅞	60⅞	60⅞	
64	55½	OhioE4.56	4.56	7.2		z0	63	63	63	
45⅞	38⅞	Olsten CSE	2.86	6.3	15	266	42⅞	42	42⅞	-½
27⅞	20	OutRepbt x	0.44	1.6	19	369	27⅞	26⅞	26¼	-¼
48	35	OlinCp	1.20	7.8	7	835	42⅞	41½	42⅞	+⅛
33⅞	13⅞	Olsten	0.26	1.9	28	1699	17⅞	17⅞	17⅞	
32½	19⅞	Omnicare	0.07	0.3	48	7103	28⅛	26⅞	26	+⅛
53	35⅞	Omnicom x	0.80	1.6	29	2216	51⅞	50⅞	51	
20	14⅞	Oneida Ltd x	0.52	2.6	19	358	u20	19⅞	19⅞	
30⅞	28⅛	Oneok	1.20	4.4	13	228	27⅞	27½	27½	-⅛
58⅞	28⅛	Oppenh Cap	1.40	6.2	17	281	37⅞	36⅞	36⅞	-⅛
10⅞	8⅞	Oppenh M S x	0.80	8.0		123	10⅛	10	10	
9½	6⅞	Orange Co	0.10	1.3	8	86	7⅞	7⅞	7⅞	-⅛
37⅞	33½	OrangeRk	2.56	7.2	11	146	36⅞	35⅞	35⅞	-⅛
18⅞	12½	Oregon St	0.56	3.2	16	269	17⅞	17	17⅛	-⅛
67⅞	42½	Orion Cap x	1.12	1.8	10	320	64½	63⅞	63⅞	-⅞
37⅞	12⅞	OryxEn			12	2069	19½	19⅛	19½	+⅛
21⅞	13½	OutbdM x	0.40	2.9		136	13⅞	13⅞	13⅞	
20⅞	15⅛	OvrShp	0.60	3.5		107	17	16⅞	17	+⅛
15	9⅛	Owens M x	0.18	1.7	42	152	10⅞	10⅛	10⅞	-⅛
46½	30	OwensC	0.25	0.6	8	640	42⅞	42⅛	42⅞	-⅛
38⅞	13⅞	OwensI			16	6649	26	25½	25⅞	-⅛
27⅞	14⅞	Oxford Ind	0.80	3.1	18	133	26⅞	25⅞	25⅞	-⅞
		- P - Q -								
48⅞	22⅞	PHH	0.76	1.6	17	201	48⅞	48	48⅛	-⅛
62¼	42⅞	PPG In	1.32	2.0	14	2662	58⅞	58	58⅞	+⅛
14⅞	9⅞	PS Group			19	72	14⅛	14	14⅛	
15⅞	14	Pac Am Inc x	1.18	7.0		16	14⅞	14⅛	14⅞	+⅛
24⅞	10⅛	Pac Scien x	0.12	0.9	36	58	13⅛	13⅞	13⅞	
22½	19½	PacEnt	1.08	5.2	12	9309	20⅞	20½	20⅞	+⅛
32½	24⅞	PacGas	1.40	4.8	13	1163	21	30⅞	30	+⅛
41⅛	25⅞	PTelesis	1.28	3.1	16	6363	40⅞	39	40⅛	+1⅛
39	17⅞	PaineW x	0.60	1.8	8	1816	33½	32⅞	33⅛	+1¼
28⅞	19⅛	Pall	0.50	2.3	20	4053	24	23⅞	24	+⅞
47¼	28¼	PanEn x	0.86	2.2	18	2871	43¼	43	43⅞	-⅞
37¾	18⅞	Park Elektr	0.32	1.3	14	103	24	23⅞	23⅞	-⅞
11	5⅛	ParkDr				3300	8⅞	8⅛	8⅞	+¼
46⅛	31⅞	ParkHn	0.80	1.8	14	1597	45⅞	44⅞	45	+⅛
44⅞	25	PaylessSh			17	1165	u44⅛	43⅞	44	+⅛
32¼	20½	PecoEn x	1.80	8.5	6	2460	21½	20⅞	21⅛	+¼
80¼	50	PennPL4.5 x	4.50	5.6		4	79⅞	79⅞	79⅞	+⅛
57	44	Penney	2.14	4.8	21	6326	50	49⅛	49⅞	-⅛
48⅛	36⅞	PennEnt x	2.32	5.2	58	93	45⅞	44⅞	44⅞	-⅛
63½	36⅞	PnzOil x	1.00	1.9	10	1957	54	52⅛	53⅞	+1⅞
32¼	23	Pentair	0.54	1.8	16	62	30⅛	29⅞	30	+⅛
37½	29⅞	PeopEn	1.88	5.4	11	244	35⅛	34⅛	35⅞	+⅛
38¼	23⅞	Pep Boys	0.21	0.6	21	3242	33⅞	33½	33⅞	-⅛
35⅞	27¼	PepsiCo x	0.46	1.5	42	16788	31⅞	30⅞	30⅞	-⅞
77⅛	37⅞	PrknElm x	0.68	1.0	58	5065	71⅞	70⅛	70⅞	-⅛
14⅞	11⅞	Perkins Fm	1.30	9.2	10	32	14⅛	14	14⅛	+⅛
4⅞	3⅛	Permian Ba x	0.89	19.7	12	20	4½	4⅞	4⅞	
37¼	28⅛	PetRes	0.48	1.4	40	71	33⅞	33⅞	33⅞	+⅞
89¼	60¼	Pfizer x	1.36	1.5	30	12082	93⅞	90½	91	-⅞
23⅞	21½	PGAE x				6854	23⅞	22⅞	23¼	-¼
44⅞	34⅞	PhelpD	1.08	2.6	35	6798	38⅞	38⅞	38⅞	-⅞
79	54⅞	PhelpD	2.00	2.6	10	2854	76⅞	76⅞	76⅞	+½
20⅞	15⅞	PhiSubbs	8.61	4.2	18	33	18½	19⅞	19⅞	-⅞
139¼	85⅞	PhMor x	4.80	3.7	16	40770	129⅞	126	129⅛	+3⅞
46⅞	28⅞	PhilpsE	0.82	1.8	15	2580	45⅞	44⅞	44⅞	+⅞
46⅞	31⅞	PhilPt	1.28	3.2	11	11081	40⅞	40⅛	40⅞	+⅛
15¼	8½	PhilVH x	0.15	1.2	18	176	13¼	13	13	-⅛
8½	5⅛	PiccdDuAP	0.34	3.0	18	71	6⅞	7⅞	8⅞	+⅛
10⅞	8⅛	PiccadCaf x	0.49	5.5		79	9⅛	8⅞	8⅞	-⅛
25⅛	20½	PiedmontNG	1.22	5.1	15	148	24⅛	23⅞	23⅞	+⅛
18⅞	10⅞	Pier 1 Imp	0.16	0.9	17	783	17⅞	17⅛	17⅛	-⅛
19⅛	10⅞	PilgrimBkTh	0.33	1.9		344	17⅞	17⅛	17⅛	
12⅛	6⅞	Pilgrims P x	0.08	0.9	46	58	10	9⅞	8⅞	-¼
27⅞	20	Pimco Adv	1.88	8.0	19	95	23⅞	23⅞	23½	
28⅛	22	Pinkerton			18	222	27⅞	27½	27½	-¼
32⅞	26⅞	PinWCp	1.10	3.5	13	1589	31⅞	31⅞	31½	-⅛
26⅞	13½	Pioneer Fn	0.22	0.8	16	214	28⅞	28	28⅛	+⅛
73⅞	49⅞	PionHi	0.92	1.4	24	830	67⅞	66⅞	67	+⅛
14⅞	12⅞	Pionlo	1.08	6.0		69	13½	13⅛	13½	
63½	37⅞	PitneyB	1.80	2.6	10	3593	62⅞	61⅞	61½	-⅝
37⅞	22⅞	PitnBr	0.10	0.4	16	1365	28¼	25⅞	26⅞	+⅛
55⅞	38⅞	Pitway A x	0.33	8.6	15	93	54⅞	54	34½	-⅛
30⅞	19½	Placer Dom x	0.30	1.5	77	3840	20⅞	20⅞	20⅞	-⅛
16½	7½	Playboy B				49	320	14⅞	14⅞	14⅞
29⅞	22⅞	Plum Creek	2.04	7.1	6	893	28⅞	28⅞	28⅞	
18⅞	11½	PlyGem	0.12	0.8	19	234	14½	14⅛	14⅞	+⅛
60	39⅞	PNI Grp	0.20	0.4	11	1180	53⅞	53⅛	53⅞	-⅛
44⅞	27⅞	PNC Bk	1.40	3.4	14	5635	43⅞	42⅞	43¼	+⅛
48⅞	24⅞	Pogo Prod	0.12	0.3	37	1587	20⅞	35⅞	36⅞	+1
48½	39⅞	Polrd x	0.60	1.4		5178	42⅞	41⅞	42⅞	+1⅞
55½	33	Polydin			18	307	43½	43	43½	+⅞
62½	42⅞	PolyGrnr	0.48	1.8	29	107	47½	47	47⅛	+⅛
17⅞	13⅞	Pope & Tal	0.76	5.1		158	15	14⅞	14⅞	
12⅛	6⅞	Portec Inc x	0.32	3.0	7	114	11	10⅞	10⅞	-⅛
15⅞	11⅞	PortGE	0.06	8.5		42	15⅞	15⅛	15⅞	-⅛
89⅞	60	PotSam	1.44	1.9	23	3924	77½	75	75⅞	-1½
45⅛	35⅞	Potlch	1.70	4.0	20	365	43⅞	42½	43	+⅜
27⅞	23⅞	PotEP x	1.66	6.0	12	2015	24⅞	24	24¼	+¼
26	21⅞	PPSL x	1.67	6.0	18	2080	21⅛	d20⅞	21	-¼
51⅞	31½	Praxir x	0.44	6.9	23	5160	49⅞	48⅞	48⅞	-⅞
54⅞	33⅞	Precision x	0.24	0.5	20	766	50	49⅛	49⅞	+⅞
61⅞	15	Premark	0.32	1.4	25	1731	22⅞	22⅞	22½	
40	21⅞	Prmrk				23	209	24⅞	24⅞	24½ -¼
1⅛	⅞	PrimdoteLP				1	15	⅞	⅞	
126⅞	79⅞	ProctG	1.80	1.4	27	14084	126⅞	122	125⅞	+4½
73⅞	40⅞	Prgrsv Oh x	0.24	0.3	18	1439	69½	69½	69⅞	+⅛
36⅞	20⅞	Promusel				27	3337	35⅞	34⅞	34¼ +1⅞
44⅞	30⅞	ProLD	0.72	1.6	15	107	44½	43⅞	44⅞	+⅛
57⅞	39⅞	Prov Cos	8.72	1.3	18	180	57	58½	56⅞	
60¼	39⅞	Prvdn x	1.10	1.8	12	3452	30⅞	57¼	57⅞	+⅞
62	52	PbSerw4.06 x	4.08	0.7		z0	61	61	61	
101	84⅞	PbSerCal	7.15	7.2		z0	99½	99½	99½	
32⅛	25⅞	PbSvEG x	2.16	0.2	18	2873	26⅞	26⅞	26½	+⅛
30½	17⅞	PbStktwMx	0.66	3.9	18	382	17⅞	17½	17½	
29½	18⅞	PublStar x	0.86	3.1	20	2138	28⅞	28½	28⅞	
20	22⅞	PugetS	1.84	7.2	13	862	25⅞	25⅞	25½	-⅛
50⅛	33½	PultzP	0.52	1.2	17	120	45⅞	44⅞	45	-½
34⅞	24	Pulte	0.24	0.7	13	321	33⅞	33⅛	33⅛	-⅛
10⅞	8½	PutnamHighY	0.85	8.2		71	10½	10⅛	10⅛	+⅛
8	7⅞	PutnamInInv	0.69	0.1		199	7½	7⅞	7⅞	
14⅛	12⅞	PutnamInGr	0.96	6.9		124	14	13⅞	12⅞	-⅛
11¼	10⅞	Putnam Mr	0.76	7.8		357	11	10⅞	15⅞	
8⅝	7⅞	PutnamMst	0.68	8.2		632	6⅞	8¼	8⅞	+⅛
8	7⅞	PutnmPrem	0.66	0.2		245	u8	7⅞	8	+⅛
40⅞	30⅞	QuakerOt	1.14	3.1	20	2957	37⅞	36⅞	37½	+⅞
16¼	12⅞	Quaker St x	0.40	2.7	57	468	15⅞	15	15	-⅛
29⅛	18⅞	Quanex x	0.60	2.4	18	303	26⅞	25¼	25¼	-⅛
39⅞	20⅞	QuestMed				25	30	39½	38½	39½
41½	30⅞	Questar x	1.22	3.3	15	666	37⅛	36⅞	36⅞	-¼
40⅛	20½	Quick Rly x	0.80	1.8	11	496	37	36⅞	36⅞	
		- R -								
36⅞	22⅞	RLI Corp	0.08	1.8	18	51	35⅞	34⅞	34⅞	-⅛
12⅞	8½	ROCTaiwan				2801	12½	12¼	12⅞	+⅛
87½	56	RalsP	1.20	1.4	24	1511	84⅞	83⅞	84	+⅞
18¼	4½	RancoGsr	1.08	8.4		27	18⅛	17⅞	17⅞	
39½	32	Raychm	0.56	0.7	18	1165	86⅞	84⅞	85⅞	-⅞
39⅞	19	RayJames F x	0.48	1.4	10	42	35⅞	35½	35½	-½
41¼	33⅛	Rayonier x	1.20	3.1		360	38¼	38¼	38⅞	+⅞
50⅛	43⅞	Raythn	0.08	1.7	14	4312	47⅞	46¼	47	+⅞
51⅞	34	ReadersD A	1.80	5.1	76	1901	35⅞	35⅞	35⅞	-¼
32¼	14⅞	ReadBatss				2110766	25⅞	24⅞	24⅞	-⅞
52⅞	25⅞	Reebok	0.50	8.6	24	1621	50⅞	49⅞	49⅞	-⅛
12¼	8½	Reliance x	0.32	2.8	27	1064	11⅛	11¼	11⅞	+¼
65⅞	40	Reliastr	1.12	1.8	12	1715	63⅞	61⅞	61⅞	-1
44	21½	Repsol ADR	1.02	2.5	12	670	41½	40⅞	41⅞	+⅛
69¼	50	Repub N Y x	1.84	1.9	13	2194	95⅞	24½	94⅞	
42⅞	22⅞	Revlon A				307	41⅞	40⅞	41⅞	
17⅞	7⅞	RexStores				50	9⅞	8⅞	5⅞	-¼
20⅛	11⅞	Rexel			78	195	18⅞	18	18⅞	-⅛
14½	8	Rexene Cp	8.16	1.2	8	402	13⅞	13⅞	13⅞	-¼
30⅞	18⅞	ReynRA	0.32	1.1	24	725	28⅛	27⅞	28	
65⅞	48⅞	ReynM x	1.40	2.2	60	1593	64½	63½	64⅞	+½
80½	50½	RhoneP Rer	1.28	1.7	24	1467	76	74⅞	75⅞	+1½
47¼	27¼	RiteAid	0.80	1.8	22	4579	45⅛	44⅞	44⅞	-½
38⅞	29⅞	RJR Hb x	2.05	0.1	19	28527	24½	33½	33⅞	+⅞
28½	7⅞	RMI Ti			11	1435	19⅞	18⅞	18⅞	-¼
44⅞	16½	Robert Hal			40	469	40⅞	45⅛	46¼	+⅛
23⅞	17⅞	RochGE	1.80	8.2	8	208	19⅞	18½	19⅞	+⅛
70⅞	57½	Rckwl	1.10	1.7	26	4173	67⅞	60	67⅞	+1⅞
2½	⅞	RockRes	0.01	2.8		90	⅞	⅞	⅞	
94⅞	55	RohmH	1.80	2.0	18	2581	90⅞	88¼	90¼	-⅞
23	14⅞	Rohr			65	1318	17¼	17½	17⅞	
4½	1⅞	RollinsEnv				251	3⅛	3	5	-¼
24⅞	18¼	Rollins	0.88	3.1	39	227	19⅞	18	19¼	+⅛
14	9⅞	RollinsTrL x	0.20	1.5	16	346	15⅞	13½	13½	-¼
30⅞	18¼	Rouse	1.00	3.4		366	29¼	28⅞	29⅞	
28⅞	8⅞	Rowan				30	16069	22	21⅞	21⅞ +⅛
185	135⅞	RDutch	4.92	2.8	16	4734	178⅞	174½	177⅞	+4⅛
13¼	11⅞	Royce Val	1.15	9.3		105	12½	12⅞	12⅞	
30⅞	21⅞	Rbrmd	0.08	2.5	24	9149	24⅞	24¼	24¼	+⅛
17⅞	10⅞	Ruddick x	0.32	1.9	16	495	17¼	16½	16⅞	
24⅛	12¼	RussBerie x	0.68	3.1	15	121	22½	22¼	22¼	-½
38½	23⅛	RussCp	0.52	1.4	17	384	38	37½	37⅞	+⅞
32⅞	22⅞	RyderS x	0.60	1.8		1667	31⅞	31⅞	31⅞	+⅛
17⅛	11⅞	Ryland Grp	0.60	4.7	14	1407	13	12⅞	12⅞	
		- S -								
30½	11⅞	SAmtaR 4	0.80	2.0		51	39⅞	39⅞	39⅞	
71¼	51¼	SPS Ta			18	25	85⅞	84⅞	85⅞	
13⅞	8	Sabine Rt x	1.95	15.6	12	76	12⅞	12⅞	12⅞	
47½	21	Safety'd Sc			32	2039	22⅞	d19⅞	19⅞	-2⅞
18½	13⅞	StylsG x	0.36	2.4	14	6701	15⅞	15	15	-⅞
52	22½	Safeway			25	3139	49⅞	48⅞	48⅞	-⅛
93	63⅞	StJoeCorp	0.20	0.2	32	110	90	89⅞	90	+1⅞
17⅞	14	StJoeLP	0.96	6.3	11	34	15⅞	15¼	15⅞	-⅞
72⅞	50⅞	StPaul	1.88	2.7	15	1996	70⅞	69⅞	69⅞	-⅛
41⅛	25½	Saks Hldg				54	1324	34⅞	33⅞	34⅞
8⅛	2⅞	Salant Crp				122	4⅛	4⅛	4⅛	-¼
114¼	63¼	Sallie Mae x	1.76	1.6	14	931	110	107⅞	107⅞	-1⅞
17¼	13¼	Salomon Br				34	755	16⅞	16⅞	16⅞
61¼	34⅞	Salomon x	0.64	1.2	8	2333	55	53⅞	54⅞	+⅞
16	6⅛	SantaFeEn				1984	13⅞	13⅞	13½	+¼
18¼	10⅞	SFeGd	0.05	0.3		6360	18⅛	17⅞	18⅛	
39¼	34	SFePPipe	3.00	7.9	18	57	38	37⅞	38	+⅛
49⅞	29⅞	SaraLee x	0.84	2.1	20	5872	39⅞	38⅛	39⅛	
60¼	45	SBC Cm	1.72	3.1	18	10719	55⅞	54⅞	55⅞	+1⅞
26⅞	25¼	Scana Corp x	1.51	6.0	12	1279	25⅞	d25	25⅞	+⅞
9⅞	6⅞	SchwdrA x	0.25	0.9	39	27	8⅞	8⅞	8⅞	-⅛
32	37⅞	SchersRP				36	820	37⅞	37⅞	37⅞ +⅛
82	50½	SchPl	1.32	1.7	23	7126	78⅞	78⅛	78⅞	+⅛
118¼	68⅞	Schlmb x	1.50	1.4	21	13035	110⅞	107¼	110¼	+3⅞
14½	8½	Schlltr	8.12	1.1	13	589	11⅛	11⅛	11⅛	-⅞
42	18⅞	SchwbC	0.20	0.9	27	1982	39⅞	39⅞	38	-⅞
35⅛	22⅞	Schwarzel	0.60	1.8	18	188	32⅞	31⅞	32⅞	-¼

Continued on next page

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Highs & Lows shown on a 52 week basis

WORLD STOCK MARKETS

EUROPE

AUSTRIA (Mar 14 / Sch)

[illegible]

BELGIUM/LUXEMBOURG (Mar 14 / Frs.)

[illegible]

CZECH REP (Mar 14 / Koruna)

[illegible]

DENMARK (Mar 14 / Kr)

[illegible]

FINLAND (Mar 14 / Mka)

[illegible]

FRANCE (Mar 14 / Frs.)

[illegible]

GERMANY (Mar 14 / Dm.)

[illegible]

GREECE (Mar 14 / Drachma)

[illegible]

ITALY (Mar 14 / Lira)

[illegible]

NETHERLANDS (Mar 14 / Fls.)

[illegible]

NORWAY (Mar 14 / Kroner)

[illegible]

POLAND (Mar 14 / Zloty)

[illegible]

PORTUGAL (Mar 14 / Escudo)

[illegible]

SPAIN (Mar 14 / Pts.)

[illegible]

SWEDEN (Mar 14 / Kronor)

[illegible]

SWITZERLAND (Mar 14 / Frs.)

[illegible]

TURKEY (Mar 14 / Tk Lira)

[illegible]

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PACIFIC

JAPAN (Mar 14 / Yen)

[illegible]

AUSTRALIA (Mar 14 / Aust$)

[illegible]

HONG KONG (Mar 14 / H.K.$)

[illegible]

INDONESIA (Mar 14 / Rupiah)

[illegible]

MALAYSIA (Mar 14 / MYR)

[illegible]

NEW ZEALAND (Mar 14 / NZ $)

[illegible]

SINGAPORE (Mar 14 / S$)

[illegible]

SOUTH KOREA (Mar 14 / Won)

[illegible]

TAIWAN (Mar 14 / TW $)

[illegible]

THAILAND (Mar 14 / Baht)

[illegible]

NORTH AMERICA

CANADA

TORONTO (Mar 14 / Can $) 4 pm close

[illegible]

MONTREAL (Mar 14 / Can $) 4 pm close

[illegible]

AFRICA

SOUTH AFRICA (Mar 14 / Rand)

[illegible]

INDICES

	Mar 14	Mar 13	Mar 12	1996/97 High		1996/97 Low	
Argentina							
General(29/12/77)	20473.59	20490.87	20819.97	21581.30	24/2/97	15297.20	22/8/96
Australia							
All Ordinaries(1/1/80)	2423.2	2432.6	2454.4	2501.70	18/2/97	2098.10	17/7/96
All Mining(1/1/80)	980.3	970.9	974.4	1118.40	8/5/96	893.30	13/12/96
Austria							
Credit Aktien(30/12/84)	414.12	413.85	414.42	416.23	11/3/97	349.19	5/9/96
Traded Index(2/1/91)	1238.01	1241.97	1249.92	1256.43	11/3/97	875.27	2/1/96
Belgium							
BEL20(1/1/91)	2192.88	2191.82	2210.61	2220.77	11/3/97	1574.90	2/1/96
Brazil							
Bovespa(29/12/83)	9499.0	9314.0	9317.0	9985.00	11/3/97	4380.10	2/1/96
Canada							
Metals & Minls(1975)	5622.65	5787.56	5840.61	5901.75	10/3/97	4687.47	19/1/96
Composite(1975)	6197.70	6165.80	6257.28	6332.90	10/3/97	4739.78	15/1/96
Portfolio(4/1/83)	3121.93	3105.27	3163.93	3214.10	10/3/97	2327.39	12/1/96
Chile							
IGPA Gen(31/12/80)	5398.55	5340.03	5376.58	5604.33	8/1/96	4868.17	16/12/96
Denmark							
Copenhagen SE(3/1/83)	547.76	548.88	554.27	555.49	11/3/97	388.40	2/1/96
Finland							
HEX General(28/12/90)	2969.20	2946.63	2976.10	3008.36	11/3/97	1851.57	10/1/96
France							
SBF 250(31/12/90)	1778.88	1773.62	1781.80	1815.36	10/3/97	1250.18	2/1/96
CAC 40(31/12/87)	2645.62	2632.18	2641.70	2709.21	10/3/97	1897.85	11/1/96
Germany							
FAZ Aktien(31/12/58)	1151.29	1155.11	1178.92	1182.09	11/3/97	818.55	2/1/96
Commerzbank(1/12/53)	3358.30	3374.80	3425.70	3462.00	11/3/97	2370.10	2/1/96
DAX(30/12/87)	3358.23	3348.81	3415.40	3468.59	11/3/97	2284.98	2/1/96
Greece							
Athens SE(31/12/80)	1268.14	1278.12	1257.00	1463.08	26/2/97	822.99	7/8/96
Hong Kong							
Hang Seng(31/7/64)	12736.53	12917.00	13119.13	13868.20	20/1/97	10204.90	2/1/96
India							
BSE Sens.(1979)	3747.31	3754.61	3782.37	4069.26	18/6/96	2745.05	4/12/96
Indonesia							
Jakarta Comp.(10/8/82)	665.84	669.98	682.60	712.80	26/2/97	512.48	2/1/96
Ireland							
ISEQ Overall(4/1/88)	3046.90	3042.13	3055.61	3088.83	11/3/97	2234.81	2/1/96
Italy							
Banca Comm Ital(1972)	742.34	742.32	748.12	792.71	10/2/97	622.21	27/3/96
MIB General(2/1/97)	1115.0	1115.0	1124.0	1197.00	10/2/97	991.00	2/1/97
Japan							
Nikkei 225(16/5/49)	17923.64	17900.48	18183.27	22666.80	26/6/96	17303.70	10/1/97
Nikkei 300(1/10/82)	259.32	258.41	261.78	318.70	26/6/96	251.04	27/1/97
Topix(4/1/68)	1353.34	1361.04	1366.58	1722.13	26/6/96	1328.80	27/1/97
2nd Section(4/1/68)	1641.87	1649.38	1660.10	2251.48	27/6/96	1641.87	14/3/97
Malaysia							
KLSE Comp.(4/4/86)	1242.47	1249.76	1249.72	1271.57	25/2/97	933.38	2/1/96
Mexico							
IPC(Nov 1978)	(u)	3745.38	3758.09	3808.89	25/2/97	2736.38	8/3/96
Netherland							
CBS TtlRtnGen(End 83)	872.3	866.0	869.5	885.70	11/3/97	639.50	2/1/96
CBS All Shr(End 83)	511.9	508.3	510.3	519.80	11/3/97	326.70	2/1/96
New Zealand							
Cap. 40(1/7/86)	2226.60	2251.00	2265.50	2440.21	20/1/97	2025.14	7/8/96
Norway							
Oslo SE(Ind(2/1/83)	1881.08	1875.10	1878.54	1941.49	20/2/97	1258.86	30/1/96
Philippines							
Manila Comp(2/1/85)	3234.79	3281.24	3270.84	3442.50	3/2/97	2578.87	2/1/96
Portugal							
BTA 30(4/1/93)	2512.47	2515.34	2524.56	2645.19	11/3/97	1602.81	2/1/96
Singapore							
SES All-S'pore(2/4/75)	538.55	541.75	546.11	610.37	5/2/96	530.76	21/10/96
South Africa							
JSE Gold(28/9/78)	1408.3¥	1429.5	1447.5	2030.49	29/5/96	1339.00	3/2/97
JSE Ind.(28/9/78)	8327.2¥	8373.7	8868.6	8789.30	25/1/96	7568.90	17/12/96
South Korea							
KoreaCompEx(4/1/80)	642.08	657.90	663.90	986.84	7/5/96	611.05	7/1/97
Spain							
Madrid SE(30/12/85)	485.20	485.11	482.93	488.90	10/3/97	323.75	11/1/96
Sweden							
AffarsvarldsGen(1/2/37)	2801.5	2801.4	2801.7	2832.40	10/3/97	1768.50	22/1/96
Switzerland							
Swiss Bk Ind(31/12/58)	2203.56	2189.30	2212.32	2224.90	10/3/97	1518.19	17/1/96
SBC General(1/4/87)	1545.26	1537.65	1564.52	1557.81	11/3/97	1114.47	29/1/96
Taiwan							
Weighted Pr.(30/6/66)	8275.57	8268.15	8255.07	8278.57	14/3/97	4690.22	6/2/96
Thailand							
Bangkok SET(30/4/75)	694.91	718.69	720.27	1415.04	6/2/96	676.65	6/3/97
Turkey							
IMKB Nat 100(1986)	1469.0	1504.0	1437.0	1709.00	27/1/97	369.00	2/1/96
WORLD							
MS Capital Intl(1/1/70)	836.2*	833.0	844.0	854.40	25/2/97	725.80	15/1/96
CROSS-BORDER							
Eurotrack 100(25/10/90)	2174.00	2183.53	2204.47	2231.83	11/3/97	1504.40	11/1/96
Euro Top-100(26/6/90)	1862.96	1858.84	1869.55	1894.42	11/3/97	1333.01	11/1/96
HSBC JC Dsgn(31/12/88)	(u)	412.14	416.06	429.46	20/1/97	344.39	2/1/96
ING Brngs Emrg(7/1/92)	178.43	177.83	179.11	181.33	26/2/97	147.26	2/1/96

INDEX FUTURES

	Open	Sett Price	Change	High	Low	Est. vol.	Open int.
CAC-40 (200 x Index)							
Mar	2598.0	2640.0	+8.0	2657.0	2588.0	23,706	36,631
Apr	2602.0	2642.0	+8.0	2658.0	2593.0	182	1,551
DAX							
Mar	3336.0	3404.5	+36.5	3418.0	3324.5	40,373	-
Jun	3352.0	3423.0	+39.0	3436.5	3342.5	9,898	-
OMX							
Mar	2170.00	2183.00	-2.00	2195.00	2156.00	5,966	24,328
Apr	2154.00	2169.00	-4.00	2175.00	2143.00	839	3,198
SOFFEX							
Mar	4581.0	4622.5	+18.6	4632.0	4524.0	8,583	25,833
Apr	4560.0	4629.0	+19.0	4624.0	4534.0	1,360	5,732

** Sat Mar 8: Taiwan Weighted Price 6182.44; Korea Comp Ex 675.07. Base values of all indices are 100 except Australia All Ord and Mining - 500; Austria Traded, BEL20, HEX Gen., MIB Gen., BVL30, SBF250, CAC40, Euro Top-100, ISEQ Overall, Toronto Comp./Metals & Minerals and DAX - all 1,000; JSE Gold - 255.7; JSE 25 Industrials - 264.3; IMKB Nat 100 - 1; NYSE All Common - 50; Standard & Poor's - 10 and Amex Comp - 550. §§ Montreal. ‡ Toronto. (c) Closed. (u) Unavailable. † IBIS/DAX after-hours Index: Mar 14 - 3404.29 +35.47 † Correction. * Calculated at 15.00 GMT. ⊗ Excluding bonds. ‡ Industrial, plus Utilities, Financial and Transportation. ¶ The DJ Ind. index theoretical day's highs and lows are the averages of the highest and lowest prices reached during the day by each stock; whereas the actual day's highs and lows represent the highest and lowest values that the index has reached during the day. (The figures in brackets are previous day's). ¥ Subject to official recalculation.

US INDICES

Dow Jones	Mar 14	Mar 13	Mar 12	1996/97 High	1996/97 Low	Since compilation High	Since compilation Low
Industrials	6935.46	6878.89	7039.37	7085.16 (11/3/97)	5032.94 (10/1/96)	7085.16 (11/3/97)	41.22 (8/7/32)
Home Bonds	102.76	102.83	103.10	105.09 (14/2/96)	100.99 (15/7/96)	109.77 (18/10/93)	54.99 (1/10/81)
Transport	2435.37	2423.97	2461.57	2461.85 (10/3/97)	1882.71 (18/1/96)	2461.85 (10/3/97)	13.23 (8/7/32)
Utilities	224.22	221.91	224.01	240.85 (22/1/97)	204.86 (30/7/96)	256.46 (31/8/93)	10.53 (8/7/32)

DJ Ind. Day's high 6996.27 (7023.58) Low 6851.19 (6852.72) (Theoretical)¶
Day's high 6958.83 (7034.37) Low 6878.51 (6874.69) (Actual)¶

Standard and Poors	Mar 14	Mar 13	Mar 12	1996/97 High	1996/97 Low	Since compilation High	Since compilation Low
Composite‡	793.17	789.56	804.26	816.29 (18/2/97)	598.48 (10/1/96)	816.29 (18/2/97)	4.40 (1/6/32)
Industrials¥	926.33	921.84	936.25	950.98 (18/2/97)	702.07 (15/1/96)	950.98 (18/2/97)	3.52 (30/6/32)
Financial	92.15	91.92	95.16	97.25 (10/3/97)	58.67 (10/1/96)	97.25 (10/3/97)	7.13 (4/9/74)
NYSE Comp.	417.70	415.57	423.54	427.70 (10/3/97)	321.41 (10/1/96)	427.70 (10/3/97)	4.64 (25/4/42)
Amex Comp.	600.47	596.02	602.04	617.81 (22/5/96)	524.20 (16/7/96)	617.81 (22/5/96)	524.20 (16/7/96)
NASDAQ Comp	1292.87	1293.28	1304.13	1388.06 (20/1/97)	988.57 (15/1/96)	1388.06 (22/1/97)	54.87 (31/10/74)

RATIOS

	Mar 7	Feb 28	Feb 21	Year ago
Dow Jones Ind. Div. Yield	1.93	1.96	1.94	2.19
	Mar 12	Mar 5	Feb 26	Year ago
S & P Ind. Div. yield	1.74	1.77	1.73	1.85
S & P Ind. P/E ratio	22.81	22.56	22.69	21.01

NEW YORK ACTIVE STOCKS

Friday	Stocks traded	Close price	Change on day
Micron	12,154,200	45	+3
Seagate	8,164,400	44½	-2
Appld Mag	6,843,000	31½	-1⅞
Adv Micro	6,501,400	44½	-3
WalMart	6,467,700	28⅝	-
Hith Rel	5,798,800	18⅝	-
Philip Morris	5,114,800	129	+3
Fannie Mae	4,820,600	38⅝	+¼
Compaq	4,706,200	75⅞	-3½
Nat Austra	4,676,500	25⅝	-

TRADING ACTIVITY

Volume (million)	Mar 14	Mar 13	Mar 12
New York SE	464.323	503.737	483.125
Amex	16.536	19.833	19.236
NASDAQ	(u)	554.497	575.898
NYSE			
Issues Traded	3,328	3,334	3,343
Rises	1,417	518	942
Falls	1,052	2,074	1,576
Unchanged	859	742	825
New Highs	70	79	140
New Lows	41	40	34

	Open	Sett price	Change	High	Low	Est. vol.	Open int.
S&P 500							
Mar	794.50	795.45	+5.05	797.60	790.50	38,595	108,602
Jun	797.75	803.00	+5.05	805.30	797.40	100,107	98,719
Nikkei 225							
Mar	17500.0	17920.0	+30.0	17920.0	17480.0	60,496	234,777
Jun	17850.0	17850.0	-	17850.0	17840.0	117	231,362

Open interest figures for previous day.

TOKYO - MOST ACTIVE STOCKS: Friday, March 14, 1997

	Stocks Traded	Closing Prices	Change on day		Stocks Traded	Closing Prices	Change on day
Mitsubishi Hvy	14.6m	765	-2	Hitachi	6.9m	1060	
Nippon Steel Cp	12.9m	329	+4	Toyota Motor	6.3m	3110	
Nomura Secs	7.5m	1380		Sumitomo Bank	6.2m	1520	-10
Fujitsu	6.9m	1200		Matsushita E Ind	6.0m	1680	+30
NKK Corp	6.9m	261	+5	Bk Tk-Mitsubishi	5.9m	1950	+50

Prices supplied by Extel, part of FT Information.

NOTES - Prices on this page are as quoted on the individual exchanges and are mostly last traded prices. * Calendar year high and low. § Dealings suspended. xd Ex dividend. xc Ex scrip issue. xr Ex rights. xa Ex all. † Priced in US $.

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FT GUIDE TO THE WEEK

MONDAY 17

Euro coins on the table

EU finance ministers review the design of the future euro coins in Brussels. The final look and shape of the eight coins that will circulate in the EU following monetary union will be decided in May, after a public poll and hearing views from vendors and other interest groups. However, the countries must first meet the Maastricht treaty targets for Emu, and today ministers will be examining budget programmes submitted by the driving forces behind the single currency project – France and Germany.

IDB meets in Barcelona

About 4,600 bankers, government officials and others are expected to attend the InterAmerican Development Bank annual meeting, this year in Barcelona. The meeting itself, which has been preceded by seminars on issues such as Latin America's urban problems, is expected to produce few decisions of importance. More crucial is what goes on in the corridors and the hotels. Tha main question is: how long can the current financial market enthusiasm for Latin America last?

Gerry Adams snubbed

Political leaders from both parts of Ireland – North and South – gather in Washington for the annual St Patrick's Day party at the White House. There will be one notable absentee. With the resumption of IRA violence, the US administration of President Bill Clinton has indicated that Gerry Adams, the president of Sinn Féin, the political wing of the IRA, will not be welcome.

Dutch seek beef deal

The Netherlands will seek a deal on a new system for labelling beef in the EU, as well as an identification regime for cattle, at a meeting of EU farm ministers in Brussels. The majority of ministers favour compulsory traders' labels showing data on the origins of the meat. However, the UK, Ireland and Portugal oppose compulsory national labelling – which, along with a secure cattle passport system, is considered vital to restoring consumer confidence in beef following the crisis over mad cow disease.

Mining code for seabed

Plans for the exploitation of minerals from the ocean floor will be discussed by the International Seabed Authority, a new UN agency responsible for seabed mining and implementing internationally agreed rules of maritime behaviour (to Mar 27). The authority, at its headquarters in Jamaica, will review a code for the orderly recovery of thousands of billions of dollars worth of polymetalic nodules which are lying on the international seabed. The nodules contain copper, nickel, manganese and cobalt.

WALKING WOUNDED: Bill Clinton and Boris Yeltsin, the US and Russian presidents, are to begin a two-day summit in Helsinki on Thursday

FT Survey

Switzerland.

Public holidays

Australia (Australian Capital Territory only), Ireland, Northern Ireland.

TUESDAY 18

Challenge to euthanasia

The Australian senate, the upper house of the federal parliament, debates whether to overrule legislation making voluntary euthanasia legal in the Northern Territory – one of the very few places worldwide to permit it. Four terminally ill individuals have taken advantage of the laws since they were introduced in 1996. The legislation has already been overwhelmingly overturned in the lower house.

Japanese wage offensive

Setting the ritual benchmark for the rest of Japan, management and unions of automobile, steel and shipbuilding companies meet for discussions and inevitable compromise on annual wage increases in what is deceptively known as the *shunto*, or spring labour offensive. Toyota's 61,000-member labour union is demanding more than the 2.69 per cent basic wage rise agreed by labour and management last year. Management, however, has indicated that it intends to reward high profitability with bonuses and keep basic wage levels unchanged.

FT Survey

Cayman Islands.

Public holiday

Aruba.

WEDNESDAY 19

Bogsch successor chosen

The World Intellectual Property Organisation (Wipo) is to choose a successor to Arpad Bogsch, Wipo's director general. Ten candidates are in the race to head the agency, one of the few UN offshoots that actually makes money (from patent fees). Bogsch, a Hungarian-born American who has presided over Wipo for nearly 25 years, raised a few eyebrows when he presented a gold medal to the Nigerian dictator, General Sani Abacha. The rumoured favourite is one of Bogsch's deputies, Kamil Idris, of Sudan.

Kidnap congress in Bogota

A two-day seminar opens in Bogota with the aim of developing projects to reduce Colombia's kidnap rate, the highest in the world. Reported kidnaps last year numbered more than 1,200 – and twice as many more are believed to have gone unreported whilst ransoms were secretly negotiated. In about one third of the known cases, the hostage was killed. The victims range from foreign businessmen to local executives and landowners, tourists, and even small landholders and shopkeepers.

Peace push for Zaire

African heads of state are to meet in Nairobi to discuss the secessionist conflict in Zaire. The country's president, Mobutu Sese Seko, has been invited from France, but it is not known whether he will come. The rebel troops have continued to gain ground from their stronghold in eastern Zaire, although their leader, Laurent Kabila, has not been invited to Nairobi.

France Telecom lines up

France Telecom produces its last full-year financial results before being partly privatised this year. The sale is expected to be France's largest privatisation yet. The hard-pressed centre-right government has a great deal riding on the success of the operation, which should see a first tranche of at least 20 per cent of the shares transferred to private hands.

FT Survey

FT Review of Telecommunications.

Public holiday

Iran, Liechtensteio, Malta, Vatican City, Venezuela.

THURSDAY 20

Clinton/Yeltsin summit

Their ailments permitting, US President Bill Clinton and his Russian counterpart, Boris Yeltsin, meet for a two-day summit in Helsinki. The Nato military alliance's proposed expansion into former Warsaw Pact countries will top the agenda. Russia and Nato have been negotiating a separate charter ahead of this summer's Madrid summit, when several central European countries are expected to be offered membership. Russian leaders, opposed to Nato expansion, are pushing for concessions. Meanwhile, although Mr Yeltsin appears to have recovered from his heart surgery, Mr Clinton could be forced to delay their encounter because of a knee operation.

Unita rebels in parliament

Members of the National Union for the Total Independence of Angola (Unita) – at war with the government since the Portuguese withdrawal more than two decades ago – take up parliamentary seats in the capital, Luanda. The rebels are to join a government of national unity under an initiative brokered by the UN and envoys from the US, Russia and Portugal. However, the initiative has faltered several times, mainly because of problems in finding a role for Jonas Savimbi, the UNITA leader, and resolving the division of Angola's diamonds.

Renault reports huge loss

Renault, the troubled French carmaker, is expected to report its first loss for 10 years less than a month after provoking the anger of its workforce and the Belgian government by announcing the closure of its Belgian factory with the loss of 3,100 jobs. Some predict the overall loss could be up to FFr5bn (£546m).

FT Survey

Executive Education.

Public holiday

Tunisia.

FRIDAY 21

Verdict in Tokyo

Tokyo's district court hands down its verdict in the trial of the former governor of Miyagi prefecture, Shuntaro Homma. Prosecutors are demanding four years' imprisonment and a fine of Y120m (£612,000) for Homma, who is accused of accepting Y120m in bribes from a construction contractor, Taisei, in exchange for helping it win public works projects, and from Daishowa Paper Manufacturing, for relaxing legal curbs on its golf course development.

Public holidays

Afghanistan, Azerbaijan, Iran, Iraq, Japan, Kyrgyzstan, Mexico, Namibia, South Africa, Syria, Tunisia, Turkmenistan.

SATURDAY 22

World Water Day

World Water Day puts the sombre question: is there enough? According to the World Meteorological Organisation (WMO), water use has risen six-fold since 1900, more than double the rate of population growth. With the world's population projected to top 8bn by 2025 from 5.7bn now, freshwater supplies will not be able to keep pace. Already, water pollution kills 25m people every year, a fifth of the world's population lack safe drinking water and half have no adequate sanitation.

Saleroom

Bonhams, the London auctioneer, masterminds the first auction entirely devoted to the Beatles. The sale will take place at the Tokyo Auction House in Japan (where Beatles memorabilia is particularly sought after) with a simultaneous live satellite link to Bonhams in Knightsbridge. More than £1m is expected to be raised. Among the highlights on offer are Paul McCartney's gold-plated Hoffner violin bass guitar, estimated at up to £150,000; McCartney's handwritten draft lyrics for the song "Penny Lane" (up to £50,000); and the terrace house in Liverpool where Ringo Starr was born (£5,000-£10,000).

Public holidays

Albania, Iran, Kazakhstan, Puerto Rico.

SUNDAY 23

Pakistan looks to Islam

Heads of states of the Organization of Islamic Countries meet in Islamabad. Pakistan is expected to seek backing once again from the Islamic world for the right of self-determination in the Moslem majority Indian state of Kashmir. The meeting, preceding talks between Pakistan and India, offers Pakistan the chance to consolidate support on key issues in its immediate region.

Gore in Japan

Al Gore, the US vice president, visits Japan on the first leg of an Asian tour which includes China and South Korea. Discussions with Ryutaro Hashimoto, the prime minister, and other leaders are expected to centre on the vexed issue of land leases in the Okinawa prefecture, involving 12 US military bases and about 3,000 landowners. The leases expire in May. Mr Gore may also take up Japan's restrictive port practices, in retaliation for which the US has said it will impose sanctions on Japanese ships in April.

Athletics

IAAF world cross-country championships, Turin, Italy.

Compiled by Simon Strong.
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ECONOMIC DIARY

Other economic news

Monday: The markets are keenly waiting for a series of German data this week. The Ifo confidence survey for February is due at some point, having shot up in January from 90.9 to 93.3. Forecasters are looking for further improvements to between 93.8 and 95. Other statistics due out this week include February M3 money supply, February consumer prices and January retail sales.
Tuesday: The central market forecast for the UK's public sector borrowing requirement in February is estimated at £3.9bn after a debt repayment of £5.8bn in January. There were no privatisation proceeds in February.
Wednesday: US consumer price inflation in February is estimated to have remained unchanged at an annual rate of 3.0 per cent.
Thursday: US trade figures for January are expected to show a payments deficit of $10bn after $10.3bn in December, with further improvements expected.
Friday: The CBI's monthly trend survey for the UK is likely to have been affected by the strength of sterling.

Statistics to be released this week

Day Released	Country	Economic Statistic	Median Forecast	Previous Actual
Mon	Japan	Jan industrial production†		5.3%
Mar 17	Japan	Jan shipments†		5.7%
	Japan	Feb money supply (M2+CD)**	3.0	3.1%
	Japan	Feb broad liquidity**		3.6%
	Japan	Mar wholesale price ind, 1st 10 days		-0.2%
Tues	Japan	Feb Tokyo department store sales**		-1.7%
Mar 16	UK	Feb public sector borrow requirement	£3.9bn	-£5.8bn
	US	Feb housing starts	1.43m	1.35m
	US	Feb building permits		1.40m
Wed	UK	Feb unemployment	-37.5k	-68k
Mar 19	UK	Jan average earnings	4.25%	4.25%
	UK	Jan unit wages 3M**	3.1%	3.20%
	UK	Feb retail sales*	0.3%	0.6%
	UK	Feb retail sales**	3.8%	4.6%
	US	Feb consumer price index	0.2%	0.1%
	US	Feb CPI ex-food and energy	0.2%	0.1%
	US	Feb real earnings		-2.0%
Thurs	UK	Feb retail price index*	0.5%	0.0%
Mar 20	UK	Feb retail price index**	2.8%	2.8%
	UK	Feb retail price index X**	2.9%	3.1%
	UK	Feb M4*	0.6%	1.6%
	UK	Feb M4**	10.0%	9.8%
	UK	Feb M4 lending	$10bn	$12.8bn
	UK	Feb building soc net new commitments	3.4bn	3.3bn
	US	Jan trade – goods and services	-$10.5bn	-$10.3bn

Day Released	Country	Economic Statistic	Median Forecast	Previous Actual
Thurs	US	Jan goods and services export (BOP)	$71.5bn	$71.4bn
Mar 20	US	Jan goods and services import (BOP)	$82.1bn	$81.7bn
	US	Initial claims March 15	315k	307k
	US	State benefits March 8		2,335k
Fri	US	Feb export price index		0.2%
Mar 21	US	Feb import price index		-0.3%
	US	Feb Treasury Budget	-$44bn	$13.4bn
During the week...				
	Germany	Feb final cost of living, west*		0.5%
	Germany	Feb final cost of living, west**		1.9%
	Germany	Feb final cost of living, pan-Ger*	0.4%	0.5%
	Germany	Feb final cost of living, pan-Ger**	1.7%	1.8%
	Germany	Jan retail sales, real not†*	1.5%	-4.4%
	Germany	Jan retail sales, real†	2.1%	-3.2%
	Spain	Jan trade balance	-Pta170bn	-Pta162bn
	Germany	Feb M3 from Q4 96 base	10.4%	11.7%
	Germany	Feb M3 from Q4 95 base	8.4%	8.6%
	Germany	Feb private lending (6mth ann)	7.25%	7.5%
	Germany	Feb Ifo business climate, west	93.8	93.3
	Germany	Feb Icon consumer climate		91.0
	Germany	Feb producer price index*	0.2%	0.3%
	Germany	Feb producer price index**	0.8%	0.7%
	Germany	Feb import prices*	0.15%	1.0%
	Germany	Feb import prices**	2.75%	2.6%

*month on month, **year on year, †seasonally adjusted

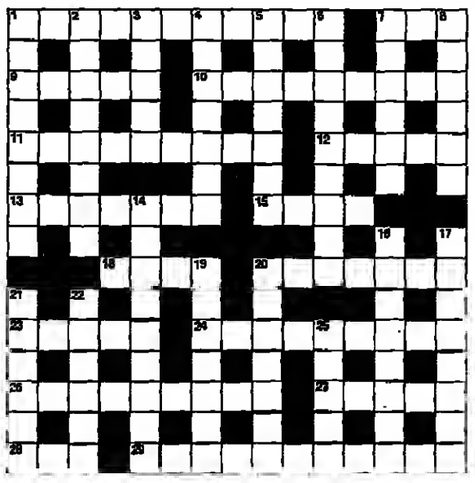
Statistics, courtesy MMS International.

ACROSS

1 MP in better seat (11)
7 Mentor rejected rubbish from subordinates (3)
9 Simple fellow is back on first working day (5)
10 Lawyer with colitis collapsed round mid-afternoon (9)
11 Tear round in institute haggling (9)
12 Greeting everyone in head office (5)
13 Does try rabuilding ruin.... (7)
15 ....and not to Frenchman's standard (4)
18 Order it to be put behind skip (4)
20 Distinguished musician wants mother to open store (7)
23 Mumble, not first to speak (5)
24 Declare no article to colour will be declined (9)
26 Cheat left ona fallow introducing twin (9)
27 Rush after black couple (5)
28 Soldiers leave mentor to find hill (3)
29 Seamstrasses wanted groom to approach manufacturers (11)

DOWN

1 Meddler buys exploding substance (8)
2 Make smaller company number papers (8)
3 Say writer's turned up for a banquet (5)
4 Stalin treated top Yugoslavian spitefully (7)
5 Chemical element containing a record layer (7)
6 Runner sounding throaty after competition (9)
7 Paid for half bottle of spirit (6)
8 First nuclear missila restricted in width (6)
14 Became a union member more than once? (9)
16 Many stakes clumsily stacked round hole (8)
17 Colourful cape for gallantry (8)
19 Drop ruler in bank (7)
20 Polish married woman embraces girl (7)
21 Some home-spun ditties from a learned man (6)
22 Lethargy of union leader in ports disruption (6)
25 Shadow topless mum going to kinky bar (5)



WINNERS 9,314: M. Acland-Hood, London SW8; J.R. Dore, Kenton, Middlesex; D.M. Macarthur, Clifton, Bristol; Mrs A. Walker, Eccleshall, West Yorkshire.

MONDAY PRIZE CROSSWORD

No.9,326 Set by GRIFFIN

Six bottles of Davys Celebration Champagne for the first correct solution opened and three runner-up prizes of £40 Davys food and wine vouchers redeemable in person or by post. These prizes are available only to winners living in England, Scotland and Wales. Winners with overseas addresses will receive a set of silver-plated place name bases and cards. Solutions by Thursday March 27, marked Monday Crossword 9,326 on the envelope, to the Financial Times, 1 Southwark Bridge, London SE1 9HL. Solution on Tuesday April 1. Please allow 28 days for delivery of prizes.

Name.....

Address.....

.....

Solution 9,314

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مكتبات الأصل

4 pm close March 14

NYSE PRICES

Continued from previous page

1996/97 High	Low	Stock	Div	Yld %	P/E	Sls 100s	High	Low	Close Quote	Chg'ge Prev. Close
20⅜	12	ScitAtl x	0.56	0.3	66	5256	17⅞	17½	17⅞	+⅛
29⅝	17	Scotsmn	0.10	0.3	16	102	29¾	29	29¾	+⅛
18⅛	12½	ScuddrNAF x	0.03	0.2		256	13⅝	13⅜	13⅝	+⅛
15⅜	11	ScuddrNEF	0.06	0.4		76	14⅞	14¾	14⅞	
20¾	14⅛	SeaCnA x	0.77	4.5	25	352	17½	17¼	17¼	-⅜
18⅝	15	SeaCt.4625 x	1.48	9.4		11	15⅞	15½	15⅞	+⅛
56¼	18	Sigate				3767804	46⅜	43	44⅞	-1⅞
42¾	30⅞	Seagrm x	0.66	1.7		2170	39	38½	39	+⅛
26	17⅝	Seagull En			21	1148	18⅞	18⅛	18¾	+⅛
44⅛	28	Sealed Air			25	465	42⅝	42	42⅛	-⅜
58¾	38⅛	SearsR x	0.92	1.7	17	13038	58	54½	54¾	-¾
35	17	ScCpSBS	1.30	5.8	16	383	24½	24¼	24½	
15	11⅞	Seligm Sel x	0.84	6.7		85	12⅛	12⅝	12⅝	
23¾	13⅝	Sensormat	0.22	1.3		1272	17¼	16⅞	17⅛	+½
46⅞	29½	SequaA	0.60	1.3	48	24	u46⅞	46⅝	46⅝	+⅛
53⅝	39	SequaB	0.50	1.1	60	20	47½	47½	47½	
32⅞	18½	SarvCp	0.30	0.9	30	5774	d33⅞	33	33⅞	+⅛
26⅞	19½	SvMstr	0.68	2.6	15	634	26⅞	26	26⅞	+¾
8½	3½	SarvMerch			6	1286	3⅝	3⅝	3⅝	+⅛
80⅞	28½	SGSThm			15	958	72⅞	71⅝	71⅞	-⅜
15⅛	10⅝	Shaw Ind	0.30	2.8	77	6306	13⅞	13¼	13⅞	+⅜
17	10⅛	Shelby Wll	0.32	2.8	16	41	14⅞	14¼	14⅛	
167½	78⅞	ShellTr	4.64	4.8	26	406	104	102½	104	+1¼
58¼	39	SherwW x	0.88	1.4	20	1459	55⅞	54⅞	55⅝	+¼
13⅛	6⅞	Shoneys			8	11586	8⅞	d6⅞	8	-⅞
35½	17	Showboat	0.10	0.5	35	176	20¼	20	20⅛	+⅛
28¾	22⅛	Sierra Pac	1.24	4.3	11	384	29⅛	28⅞	28⅞	-⅝
8	2	SignalApp				10	2½	2½	2½	
32⅞	28	Signet Bnk	0.64	2.7	15	368	31⅞	31⅞	31⅞	-⅜
35⅜	17⅞	SiliconGr				24224	24⅞	22½	22¼	-1¾
32¼	24¼	SimonDbB	1.97	6.2	51	666	31¾	31⅝	31⅞	+⅛
10⅝	7⅝	Sizeler	0.88	0.5	37	104	10½	10¼	10¼	-¼
4	2	Sizzler				375	2⅞	2⅛	2⅛	-⅛
28½	19⅞	Skyline x	0.88	3.5	71	105	24⅝	23⅞	24⅛	+⅜
11⅞	0⅞	SL Inds	0.06	0.8	11	40	7¼	7⅞	7¼	+⅛
48½	19⅞	SmithIn			26	1514	46	45⅛	45⅝	+⅝
77⅝	48⅞	SKBchm x	1.94	2.6	25	6757	74⅞	73½	74⅞	+1¾
35⅞	21½	Smiths Fd				202	35⅛	34⅞	34⅜	+⅜
22½	19⅛	Smucker J	0.52	2.8	20	230	18⅞	18	18⅞	+⅜
41½	27¼	SnapOnT	0.06	1.9	19	1058	41¼	40⅞	41⅞	+⅜
61⅞	29	Solectron			22	1136	48⅞	48⅜	48⅝	+⅜
57	31⅛	Sonat x	1.08	2.1	27	2519	51⅞	50¾	51⅞	+¼
30⅞	24⅞	SonocoP	0.65	2.5	14	1660	26¾	26½	26⅝	
74¼	57⅞	Sony	0.39	0.5	38	444	72	71⅞	71⅞	+¼
10	12½	Sothebys x	0.40	2.8	28	407	17⅞	10⅞	17⅞	+⅛
45⅞	39⅞	Source Cap x	3.76	8.4		43	44⅛	43⅞	43⅞	
41	32	SouthCarS% x	2.50	6.9		20	39¼	39¼	39¼	
24⅞	20⅛	SthJerInd x	1.44	6.6	12	181	22½	21⅞	21¼	-½
37¼	18	Sthdwn	0.40	1.1	10	242	35⅞	35¼	35⅞	-⅛
24⅛	18¾	SCalWt	1.24	6.0	12	345	31⅞	20¾	20¾	-¾
40⅞	25⅝	SthNatCp	1.08	2.7	15	844	40¼	40	40⅛	
26⅞	21⅛	SouCo	1.30	0.2	12	7264	21⅞	d21	31	-⅛
45⅝	34¾	SNETel	1.76	4.0	12	1081	36¾	36⅛	36⅝	+⅛
33¼	20⅝	SWAir x	0.06	0.2	17	1407	23⅞	23¼	23⅝	+⅛
20¼	14⅞	SouthWGas x	0.82	4.4	75	131	18⅞	10⅝	18⅞	
17⅞	10⅝	SouthWEngy	0.24	1.7	17	314	14	13¾	14	+¼
37	30¼	SouthWPSv	2.20	6.0	16	219	36⅝	36⅛	36⅝	+⅜
12	8⅝	Spain Fund	0.15	1.3		34	11½	11½	11½	
9⅝	3¼	Spartan Cp				41	8½	8¼	8¼	-⅛
14	9⅛	SphereD	0.18	1.8	6	86	10⅛	9⅞	9⅞	-⅜
50½	39⅞	Spring x	1.32	2.8	10	465	47⅜	46⅞	47	-⅛
46¼	34½	Sprint x	1.00	2.3	15	9840	43¼	42¾	43	+⅛
49⅜	13⅝	SPX	0.40	0.8		168	48½	48⅜	48⅜	+⅜
43¼	20¾	St JudeMd			31	9013	35¼	34½	35	-⅛
21½	7.50	Stal Comm x			0	34	18	18	18	-⅛
58	35⅝	StPaulBac	0.06	1.4	10	320	57⅞	57⅞	57¼	
18¼	12⅝	Std Motor	0.32	2.3	12	156	14	13¾	13⅞	+⅜
8⅞	5⅛	StandPacR	0.12	1.5	25	500	7⅞	7¼	7⅜	
28¼	16⅝	StdPrd	0.88	3.0	12	72	22⅞	22½	22½	
32⅞	25⅞	Standex	0.76	2.7	13	1212	28	27⅞	28	+¼
32⅝	24⅞	Stanhome x	1.12	4.5	11	247	25⅛	d24⅞	25	-⅜
41	29⅜	StanWk x	0.74	1.8	21	885	39⅜	39	39¼	+¼
45¼	18⅛	StarBac	0.03	1.4	24	742	44¼	43⅞	44⅛	+⅛
51⅝	22⅞	Starrett x	0.72	2.4	18	27	30⅝	30⅝	30⅝	-⅛
84⅛	41¼	StateStBo	0.60	1.0	22	2357	80⅞	78⅞	79¼	-⅜
35	22⅞	Std Regis	0.58	2.4	15	45	33½	33¼	33½	+½
17½	18⅛	SterlgBcp x	0.36	2.2	14	17	16½	16½	16½	-⅛
45	25½	SterlCom			28	2220	32⅜	31⅞	31½	-⅜
19⅛	18⅞	SterlE			6	38	13⅞	13⅞	13⅞	
34⅝	18⅛	SterlgSwre			15	565	28	27½	28	+⅜
6⅞	6⅛	Stlel Fin	0.12	1.5	11	76	8¼	8	8	-⅛
37⅞	26⅞	StoneSWeb	0.60	1.7		34	36½	36¼	36¼	-⅛
17⅞	12⅞	Stone Cont				1236	13	12⅝	12⅞	+¼
54⅞	22	StrTch			13	1966	42	48½	40⅞	-⅛
35⅛	16⅞	Strtus.			17	741	33	32¼	32¼	-¾
14⅛	6½	StrideRite x	0.20	1.5		3878	13⅛	13⅛	13⅞	
27	13⅞	SturmRg x	0.80	4.8	12	1917	17⅞	16⅞	16⅞	-⅜
50	32⅝	SummitBcp	1.44	3.0	14	2312	47⅞	46⅞	47⅜	-⅛
5⅞	3⅝	Sun Energy.	0.04	0.9	0	148	4⅛	4⅝	4⅝	
51	22	Sunamr	0.40	0.9	21	2084	46⅞	44½	44⅞	-½
46⅞	32¾	Sndstr x	0.68	1.5	19	1685	45⅞	44½	45¼	+⅝
11¾	10¼	SnsourceA x	1.18	10.0	34	107	11⅞	11	11	
54⅞	32	Suntst x	0.90	1.8	16	2486	52⅝	51⅛	51¼	
28⅞	21⅞	Supvalu	0.24	1.0	14	273	24⅞	23¾	24⅞	+⅝
33	27⅛	Supvalu x	1.06	3.3	12	2191	30⅞	30⅞	30¼	+¼
22⅛	19⅞	Swiss Helv	0.10	0.5		98	21⅝	21¼	21¼	
53⅞	31⅞	Symbol Tec x	0.12	0.2	27	266	51⅞	50½	50½	-½
9½	9⅜	Syms Corp	0.20	2.1	13	22	u9½	9⅜	9⅜	+⅜
39	17½	Synovus Fn	0.54	1.4	39	455	38¼	37⅞	37¼	+½
35½	27⅞	Sysco	0.60	1.7	21	1802	34⅞	34¼	34⅞	+½

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1996/97 High	Low	Stock	Div	Yld %	P/E	Sls 100s	High	Low	Close Quote	Chg'ge Prev. Close
5	3⅛	TCBY Enter	0.20	4.0	18	74	u5	4⅞	5	
47½	29⅞	TCF Financ	0.75	1.7	18	251	45⅛	44⅞	44⅞	-⅜
18	8⅛	TCWCvSec	0.84	8.8		296	9⅞	9¾	9⅞	
66⅝	49¼	TDK Corp A	0.43	0.6	38	11	66⅞	66¼	66⅝	+⅛
1⅞	⅝	TIS Mtge				535	1¼	1⅜	1¼	
48¼	17	TJX	0.28	0.6	18	6436	46⅞	45⅞	46	
28⅝	18½	TNP Ent x	0.98	4.1	12	167	24¼	24	24	
55⅞	37½	TRW x	1.24	2.2	40	1633	u55⅞	55	55½	+⅜
26⅞	19½	Taiwan Fd	0.01			1051	25⅛	24½	25⅛	+⅜
9⅞	6½	Talleyind			4	322	6⅞	6⅛	6⅞	
52¼	36	Tmbrds x	1.84	4.3	19	986	43⅞	43⅛	43¼	-⅜
15¼	8⅞	Tandem			57	2047	12⅝	12¼	12⅞	-¼
59⅝	34⅞	Tandy	0.06	1.5		3090	52⅞	52	52¼	-⅛
11¼	9⅞	Taurus Mun	0.64	5.9		76	10⅞	10⅞	10⅞	
2⅝	1½	TCCInd				48	1⅞	1½	1⅞	+⅛
27	23⅞	Teco Energ	1.12	4.6	14	686	24½	24⅛	24½	+⅜
52⅛	30½	Tktrnx	0.90	1.2	16	1097	50⅞	50⅛	50⅝	+½
30⅞	22⅞	TeleDa	1.10	4.2	11	225	28	27⅞	27¼	+½
109¼	47	Telebras				19845	u109¼	106⅞	109¾	+3½
75¼	42¼	TeleEspSA	1.17	1.6	18	1605	72⅞	71¼	71½	-1
41¼	27⅞	Telmex	0.01	2.3	18	7863	39⅛	39½	39⅝	+¼
57	39⅞	TempInl x	1.20	2.5	23	1916	55¾	55⅛	55½	-¼
21⅞	18⅞	TempltEmMk	0.21	1.0		186	20⅛	20⅛	20⅛	-⅛
28⅞	18⅛	Tenet Hlth			14	14734	u28⅝	28⅜	28⅝	+⅝
49¾	38	Tnneco	1.20	3.1	38	4104	40⅝	39⅛	39⅛	-⅜
44	34⅞	Teppco Pts	3.00	0.8	11	23	u44	43½	44	+⅛
32⅞	11⅞	Teradyne			26	15031	29¼	28⅞	29	+2⅜
72½	4⅞	Terex				174	11¼	11½	11⅞	-¼
15	11	Terra x	0.10	1.1	0	272	14⅛	14	14	
15½	8	Tesoro			3	1104	11⅞	10⅞	11¼	-¼
109⅞	75½	Texaco	3.40	3.4	13	5761	101⅞	99⅞	101⅞	+⅜
34⅝	24⅞	Texas Ind	0.30	1.1	7	90	27⅞	27¼	27¼	+⅛
67¼	40½	TxInst	0.68	0.8		10725	88	84⅞	85⅞	+2⅞
32½	24⅞	Texas Pac x	0.40	1.4	20	72	29⅞	29⅝	29⅝	
43¾	36⅛	TxUtil x	2.10	5.8	18	7060	36⅞	d36	36⅛	-⅛
4	2⅛	Textil Inds				389	u4⅛	3⅞	4⅛	+⅛
104	69⅛	Textron x	2.00	2.0	10	T327	108⅞	101⅞	101⅞	+⅜
5⅞	2⅞	Thackeray			30	13	6	5	5	
17	6⅞	Thai Cap				85	9½	9⅞	9½	
27⅞	15¼	Thai Fund	0.21	1.2		312	17⅞	16⅞	17⅞	+⅛
44⅝	29⅞	ThermoElec			26	3040	36¼	35	36	+⅝
60⅞	32½	Thiokl x	0.68	1.2	17	469	57⅝	57⅛	57½	-⅜
48⅞	33⅞	ThBet x	1.12	2.6	18	1574	43½	42⅞	43½	+½
25⅞	16⅞	Thomas Ind x	0.40	1.6	15	188	u26	25½	25⅞	+⅛
25⅞	10⅞	360Comm			38	4432	18⅞	18⅛	18⅞	+⅛

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1996/97 High	Low	Stock	Div	Yld %	P/E	Sls 100s	High	Low	Close Quote	Chg'ge Prev. Close
52½	29⅞	Tidwtr	0.60	1.3	24	4791	45¼	43½	44⅞	+1¼
42¼	24⅞	Tiffany	0.20	0.5	24	1187	41⅞	41	41⅞	+¼
38	28	TIG Hldgs	0.56	1.7	14	3040	35⅞	34⅞	35	+¼
45¼	29⅞	TimWarn x	0.36	0.8		17482	42⅞	41⅞	42⅞	+1
56	30⅞	TimMirA	0.40	0.7	38	1023	54⅞	53⅞	54⅝	+¼
54⅞	36⅛	Timken	1.32	2.4	12	886	u54⅞	53⅞	54⅝	+⅛
7⅞	2⅞	TitanCrp				207	3⅞	3½	3⅝	+⅛
12⅞	9⅞	Titan Pf	1.00	9.6		20	10⅞	10⅛	10⅞	
7⅞	5½	Todd Shp				57	5⅞	5⅞	5⅞	-⅛
10⅞	6⅝	Tokheim Co	0.56	7.0	22	124	8½	8	8	-⅛
23⅛	14⅞	Toll Bros			11	1326	19⅞	19½	19½	-⅛
61⅞	32⅞	TomHir			20	801	57½	55⅞	57⅞	+⅝
45⅛	33⅞	Tootsie Rl x	0.29	0.7	22	383	44¼	43⅞	44⅛	+⅛
61⅞	40¼	Tchmrk	1.16	2.0	11	1278	59⅞	58	58	-⅛
36⅝	39	Toro Corp	0.48	1.4	17	143	34¼	34⅛	34¼	
31⅞	12⅞	Tosco	0.23	0.8	22	1826	28⅛	27⅞	27½	-½
34⅞	11½	TotalSyst	0.06	0.1		259	33	32⅞	32⅞	+⅛
37⅞	26½	TysRUs			10	7642	28⅞	28	28⅛	-⅛
28	23⅛	Transatlnc x	1.92	8.0	10	15	24⅛	24	24	
91¾	67	TrnsAm	2.00	2.6	13	1613	91⅞	89⅞	90⅞	+⅜
88¼	62⅞	Transatlan x	0.64	0.8	12	84	85⅞	85⅝	85⅞	-⅛
13⅞	8⅛	Transcnt R x	0.28	2.8		16	u14	13⅞	14	+⅛
71⅞	41⅞	TransOff x				5833	60	57⅞	60	+3
11	5½	Transpro x	0.20	2.1	5	19	6⅝	6½	6⅝	+⅛
22¼	12½	Transtech	0.26	1.2	11	30	21⅞	21¼	21¼	
47½	28¼	TrAmFCA				517	36⅞	35½	35⅞	-⅜
59⅞	28¼	Travlr	0.60	1.1	15	18477	53⅞	52¼	53⅛	+⅜
47⅞	20½	Tredegar x	0.32	0.8	11	187	41⅞	40⅞	41¼	+⅜
36	39¼	TriCont2.5 x	2.50	7.1		20	35¼	35¼	35¼	
16¼	18	Triarc A				907	19	15	16	+1
44⅛	28⅞	Tribune x	0.64	1.6	18	1631	39¼	39⅞	39⅝	+⅛
27⅛	22¼	TriCon x	0.64	2.5	32	368	25½	25¼	25⅜	+⅛
37⅞	30¼	Trinity	0.68	2.1	10	2996	32⅞	32	32	-⅛
40⅞	27¼	Trnova x	0.06	2.1	11	538	37⅞	37⅛	37⅞	+⅛
59⅞	36⅝	TritnA			64	3648	39⅞	35⅞	39¼	+¼
27⅞	18⅛	TrzaW x	0.60	3.2	15	263	19⅞	19	19	
20¼	12⅞	Tucson EP			12	517	14⅝	14⅞	14⅝	+½
9½	3⅞	Tultex	0.20	2.5	21	920	8⅛	7⅞	8⅛	+¼
55½	35¼	Tuppwr	0.66	2.3	13	10974	37¼	36⅞	37⅞	+⅞
7½	4⅞	Turkish In	0.14	2.2		37	6⅞	6⅞	6⅛	
20⅝	14½	Twin Cent x	0.05	0.3	19	306	17⅞	17¼	17⅞	+⅛
25½	21⅞	Twin Disc	0.70	2.9	6	7	24	24	24	-⅛
62	32⅞	Tycoln	0.20	0.3	20	4837	60⅞	59	60¼	+⅛
11⅞	3⅝	Tyco T				891	11½	11¼	11½	+⅛
3	1⅞	Tyler				18	1⅞	1⅞	1⅞	-⅛

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1996/97 High	Low	Stock	Div	Yld %	P/E	Sls 100s	High	Low	Close Quote	Chg'ge Prev. Close
11	6¼	UIS			14	255	10⅞	10½	10⅝	+⅛
32	49½	USF&G 4.1	4.16	8.0		4	51¼	51¼	51¼	+⅛
38⅞	24	USG			8	850	36⅞	38	35⅞	-1¼
35⅞	28¼	UST x	1.62	4.9	13	7606	33⅞	32¼	33⅞	+⅛
70⅝	38½	UAL			11	1234	69⅞	68⅞	69⅞	+1⅞
25	20⅛	UGI Corp x	1.42	5.8	16	277	24⅝	24⅞	24⅝	+⅛
14½	5⅞	UNC Inc			67	1654	14⅞	14¼	14¼	
35⅞	21½	Unicom	1.60	7.5	9	5144	22¼	d21¼	21⅞	-¼
33⅞	21¼	Unifi Inc	0.44	1.4	20	1149	32⅞	32¼	32¼	-⅜
25¼	16⅞	Unifirst x	0.12	0.8	15	39	16⅞	16	19	-½
109¼	72¼	Unilvr	2.24	2.2	18	15	104	103⅞	104	+2
201⅝	130⅞	UnlNV	4.35	2.3	21	2418	189⅞	187¼	189	+4⅝
55⅞	44⅞	UnCamp x	1.80	3.7	29	1826	48¼	48½	48¾	-⅛
49⅞	38⅞	UnCarb	0.75	1.5	11	2591	48¼	47⅞	48⅝	+1
25⅞	18¼	Union Corp			31	22	24⅛	24⅛	24⅛	
55	46½	UnEl 3.50	3.50	7.1		20	49½	49½	49½	
66	90	UnEl 4.50	4.50	7.1		2	63½	63	63	-1½
44⅞	35	UnElec x	2.54	6.9	12	1265	36⅞	36½	36⅞	
64	34⅞	UnPac x	1.72	2.8	17	5572	60½	59⅞	60⅞	+⅞
54⅞	34¼	UnionPlant	1.28	2.9	22	2518	45⅞	44	44¼	-¼
23⅞	17⅞	UnionTexas	0.20	1.0	11	2515	16⅞	18	19⅝	+⅝
8	5⅞	Unisys				6419	6⅝	6½	6½	-⅛
12¼	4	Unit Corp			24	320	8⅞	8⅞	8¼	+⅛
29⅛	18⅞	UtdAsset	0.68	2.8	20	852	27⅞	27⅛	27½	+⅜
18	13⅛	UDomRlt	1.01	6.6	21	3723	15¼	14⅞	15¼	+⅜
27⅞	18	UtdDominId x	0.20	0.7	14	8	27⅛	27	27	
68	30½	UtdHlthcre	0.03	0.1	27	9169	54½	54	54	
40	27½	UtdIllum x	2.88	10.5	6	353	27⅞	d27¼	27⅝	-¼
8	4⅞	UtdIndust	0.38	3.6	11	86	7½	7¼	7¼	-⅛
14⅞	11⅞	UtdKgdmFnd	1.32	3.3		145	14⅛	14¼	14¼	
15⅞	9⅞	UPankCity			45	3	12⅝	12⅝	12⅝	
23⅛	14¼	USF&G	0.20	0.8	15	2061	22⅝	22	22½	+⅛
39	18½	US Filter			33	7642	34⅞	33	33¼	-1
29⅞	19⅞	USHome			7	430	27½	26¼	27¼	+⅝
40⅝	20⅞	USLICp	0.96	2.1	14	1103	48	47⅞	47⅞	+⅛
47	19⅞	USSurg	0.10	0.4	24	6985	39¼	36⅞	36⅞	-1¼
79⅞	45¼	UtdTec	1.24	1.6	22	3575	77¼	75⅞	76	+⅞
18½	12	UtdWater	0.92	5.6	14	195	16½	16¼	16½	+¼
36⅞	14⅞	Unitrde			19	424	38	34⅛	34¼	-1⅜
40⅞	20	Univ Foods	1.04	3.0	14	191	34⅞	34⅞	34⅞	-⅛
22⅞	17⅞	Univ Hlth x	1.70	7.9	13	74	21⅞	21¼	21½	+⅛
33¼	22¼	Univst Crp	1.06	3.4	12	645	31¼	31¼	30⅞	
45⅞	27⅞	Unocal	0.80	2.0	22	8677	39⅞	38⅞	39⅞	+⅞
79⅞	54⅞	UNUM	1.10	1.4	23	2708	76½	74⅞	76⅞	+⅞
39⅞	17⅞	US Ind			18	1385	38½	38	38⅛	-⅛
37½	27¼	USWest	2.14	6.2	13	9825	34½	33¼	34½	+⅜
23	14½	USWstM				8528	19⅞	19	19⅛	-⅛
36⅝	11⅞	USA WstSv				3498	u38⅜	37⅞	38	-½
26⅝	11⅞	USAir			9	4863	25⅞	25	25⅞	
18⅛	8⅞	USLIFE Inc	0.62	6.9	6	04	9⅛	9	9	
28½	17⅞	USX M	0.76	2.8	11	3705	27	26⅞	27	+¼
37⅞	24⅞	USX US	1.00	3.4	8	4183	28½	28	29⅛	
17	10	USX Deltl	0.20	1.4	20	65	14⅞	14	14	-⅛
30¼	25¼	Utilicorp	1.76	6.5	12	967	27	26⅞	26⅞	

- V -

1996/97 High	Low	Stock	Div	Yld %	P/E	Sls 100s	High	Low	Close Quote	Chg'ge Prev. Close
71⅞	47⅞	VF Cp x	1.52	2.2	14	T109	69½	69⅞	69½	-⅛
34	20¼	ValmE	0.52	1.6	23	2197	32⅞	32⅞	32⅞	+¼
8⅛	5⅞	Valhi Inc	0.20	2.8		73	8	7⅞	8	
29⅞	14⅞	ValueHlth			17	375	25	24⅞	24⅞	
11¼	8¼	VnKmCapMT x	0.72	7.0		32	10⅛	10⅛	10¼	-⅛
29¼	8¼	Varco Intl			34	2792	28½	25⅞	28¼	+⅜
62⅞	40½	Varian x	0.36	0.6	17	748	59	58⅞	58⅞	
26⅞	25½	Vencor			52	044	36⅛	35⅞	35⅞	
52⅞	25¼	Vertlone			23	2291	37⅛	36¼	36⅞	+⅛
14¼	12⅞	Vestaur	1.00	7.9	8	18	13⅞	13⅛	13⅜	
17⅞	13½	Vlad x	0.32	1.8	50	3238	u17⅞	17⅝	17¾	-⅛
70	67½	VirEPS.00 x	5.00	7.1		20	70	70	70	
32½	17⅞	Vishay Int			29	926	24⅞	24⅞	24⅞	+¼
36⅞	24⅝	Vivra Inc			22	1188	29	28⅞	28⅝	
48⅞	32⅛	Vodafone	0.76	1.8	36	1414	46⅞	46⅞	46⅝	+1¼
11½	7⅞	Volunteer			7	20	8⅞	9⅝	9⅝	+⅛
73⅝	25	Von Cos			28	690	70⅞	68⅞	70⅛	+1½
84	35⅝	Vornado	2.56	4.0	25	150	63⅞	63⅛	63⅞	+⅜
66½	53⅛	VulcnM	1.08	2.9	12	685	65⅞	65⅝	65½	

- W -

1996/97 High	Low	Stock	Div	Yld %	P/E	Sls 100s	High	Low	Close Quote	Chg'ge Prev. Close
29¼	16½	WMS Ind			22	352	20½	20⅛	20¼	
32⅞	27½	WPL Holdn	2.00	7.2	11	548	28	d27½	27¼	-⅛
29½	17⅞	Wabsh Inc			12	800	28⅛	28⅞	28⅞	-⅛
64⅞	39⅝	Wchv	1.80	2.8	15	3037	61¼	60⅞	60½	-⅜
21	14⅞	WckntA	0.20	1.5	28	41	17⅞	17½	17⅞	
4⅞	2½	Walnoco				648	3⅝	3⅝	3⅝	-⅛
44⅞	20⅛	Walgrn	0.48	1.1	28	2839	43⅞	42¼	43⅛	+¼
35⅝	25⅛	WallaceCS x	0.58	1.7	19	411	33⅛	32⅝	33⅛	+½
29⅞	19⅛	WalMrt	0.27	0.9	21	51289	29	28	28⅞	-⅛
90⅞	44¼	WarLam	1.52	1.7	30	13245	88	86⅞	86	-3⅛
22⅞	18⅞	WshEnergy	1.08	4.5	18	20	22	22	22	
25	18⅛	WashGL	1.14	5.0	12	383	22⅞	22¼	22⅞	+⅛
30¼	25⅛	WashNat x	1.08	3.8	0	541	29⅞	28⅞	28⅞	-⅛
380⅞	278¼	WashPB	4.80	1.4	17	31	352¼	349½	351¼	+½
12⅛	6⅞	WlgmtADR				415	7⅞	7⅝	7⅝	
44⅞	17	WatkJn x	0.48	1.0	71	208	28⅞	25½	25¼	-⅜
6⅝	½	Waxman Ind	0.86	1.7	2	80	4⅝	4⅝	4⅝	
39⅛	23⅞	WthrfdEnt			21	6875	29⅞	28⅞	29⅞	+⅛
20⅝	15⅞	Webb (Del) x	0.20	1.2		180	16⅞	10	16⅞	
44⅞	34⅛	WeinRlt x	2.56	0.8	21	203	48	42⅝	42⅞	+⅛
4⅞	2	Weirton St				368	3	2⅞	2⅞	
34⅞	27⅞	WelsMk	0.92	3.1	15	14	29⅞	29⅞	29⅞	+¼
24⅞	15⅞	Wellmn x	0.32	1.9	20	1127	17⅞	16⅞	16⅞	-⅜
320½	202¼	WellsF	5.20	1.7	25	2301	308⅞	304½	306	+2
25⅞	18⅞	Wendys x	0.24	1.1	17	2562	21⅞	21⅞	21⅞	+⅛
30	22⅞	West Co	0.56	2.1	14	157	27¼	27	27¼	-⅛
18⅞	14⅞	Westcst E x			20	281	16⅞	16⅛	16⅛	
75⅞	49⅞	WAtlas			26	3465	60⅞	59⅞	60¼	+⅛
77⅞	18⅛	WDigital			18	25761	64⅞	58⅞	59½	-4⅝
21⅞	11¼	WestnGas	0.20	1.1	28	840	18⅞	18⅛	18⅜	-⅜
34⅞	28	Westn Res x	2.16	7.0	12	472	30⅞	30	30⅜	
21¼	15⅞	WstgE	0.20	1.0		20714	19⅞	10⅞	19¼	+⅜
30⅞	20½	Westpac	1.29	4.5	12	9	22½	28⅞	28⅞	
33⅞	25⅞	Wstvco x	0.88	3.1	10	1197	29	28½	28½	-⅛
50⅞	39⅞	Wyrhsr	1.60	3.4	20	3727	47⅞	46⅞	47¼	+1¼
17½	13½	Wheelabrtr	0.12	0.8	22	450	14½	14⅞	14½	+⅛
81⅞	44⅞	Whirpl x	1.36	2.7	21	3540	51	50⅞	50⅞	+⅛
45⅞	27½	Whitehall			25	8	39	30⅞	39⅞	-¼
25⅞	21⅞	Whitmn x	0.42	1.8	17	1555	23⅞	22⅞	23⅝	+⅜
26⅞	10⅞	Whittaker				101	10⅞	10⅞	10⅞	
37⅞	38⅞	Wicor Inc	1.68	4.7	14	214	35⅞	35⅞	35⅞	+¼
46½	28⅞	Willam x	1.04	2.8	21	5541	u47⅞	45⅛	46⅞	+1⅜
6⅝	5⅛	Wilshire	6.16	1.0	10	60	5⅞	5⅞	5⅞	
16⅝	8⅞	WinDxr x	0.20	1.5	90	186	13⅞	13⅞	13⅞	
38	28⅞	WinnDx x	0.80	2.9	21	1428	33	32¼	33	+⅜
18⅛	6⅞	Winnebago	0.20	2.8	12	246	7⅞	7⅛	7¼	+⅛
32	23⅞	WiscEn	1.52	6.3	12	1372	24⅛	d23⅞	24	
22⅝	11	WiserO	0.12	0.8	26	104	16⅛	19	19	-⅛
37⅞	30⅞	Witco Corp x	0.40	1.2		5105	34⅞	33⅞	34⅛	+⅜
81¼	23⅞	WMC ADR	0.63	2.8	23	25	26½	26⅞	26½	+⅛
37½	27¼	WMX 7	0.64	2.0	32	18019	33⅞	31½	31⅝	-⅞
39⅞	15⅞	Wolverine	0.13	0.4	31	647	35⅞	35⅞	35⅞	+⅛
25¼	8⅞	Woolwth			24	5545	23⅞	22½	23⅞	+⅞
24⅞	17⅞	World Wide				370	23⅞	23½	23⅞	+⅛
10⅞	3¼	Worldcorp				339	3⅞	d3¼	3¼	
34⅝	28½	WPS Rs x	1.90	7.1	13	140	26⅞	26½	26⅞	+⅛
62⅞	48⅞	WrigWm	0.76	1.3	30	874	60	59	60	+1⅛
44¼	27⅞	Wyle Elect x	0.32	0.9	10	326	34⅞	33⅞	33⅞	-¼
22⅞	12⅛	Wyman Int x	0.32	1.4	14	143	22¼	22⅛	22⅞	+⅛

- X - Y - Z -

1996/97 High	Low	Stock	Div	Yld %	P/E	Sls 100s	High	Low	Close Quote	Chg'ge Prev. Close
83¼	39¼	Xerox x	1.28	2.1	17	8002	82¼	80⅞	82	+⅞
47⅞	39⅞	Xtra Corp	0.80	2.8	15	470	41	40½	40⅞	+⅛
25⅞	20⅞	Yankee Egy x	1.30	5.9	10	53	21⅞	21⅞	21⅞	
57	43⅞	York Int	0.36	0.8	13	4757	45⅞	45¼	45¼	+⅛
5	3	Zapata				38	4⅝	4⅝	4⅞	
25⅛	5⅞	ZnithE				876	10	9⅞	9⅞	+⅛
28⅞	21⅞	Zenith Nat	1.00	3.7	12	149	27½	27⅞	27⅞	-⅛
7⅞	6½	Zenix Inc	0.73	9.9		T31	u7½	7¼	7⅞	+⅛
23⅞	15½	Zero	0.12	0.5	17	84	22⅞	22⅞	22⅞	
11⅞	10½	ZweigFd	1.12	10.8		390	11¼	11⅛	11¼	+⅛
8	6	Zweig Totl x	0.84	9.9		302	8⅞	8½	8½	-⅛

Price data supplied by Exel, part of FT Information.

Yearly highs and lows for NYSE reflect the period from Jan 1 1996. Unless otherwise noted, rates of dividend are annual disbursements based on the latest declaration. Sales figures are unofficial.
d-new yearly low. P/E price-earnings ratio. sls-sales. u-new yearly high. x-ex-dividend or ex-rights. yld-yield. z-sales in full.
x Dealings suspended.

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AMEX PRICES

4 pm close March 14

Stock	Div.	P/E	Sls 100s	High	Low	Close	Chng
Adv Magn			47	15¾	15⅝	15⅝	
Alin Inc.		5	5	1¼	1¼	1¼	-⅛
Alpha Ind			319	8⅞	5⅞	8⅞	+⅛
Am Isr Pa	4.24	5	4	40¼	40¼	40¼	+¼
Amdahl			4225	10¼	9⅞	10¼	+⅛
AmExpl			324	12⅞	12⅞	12½	
Ampal-AmA			60	5⅛	5	5⅛	
ASR Inv x	2.00	6	28	22⅞	22⅞	22⅞	
Astrotech		14	18	6⅞	6⅛	6⅞	+⅛
Audiovx A			2621	7½	7⅞	7⅞	+¼
AvivaPtDR			z0	3⅛	3⅛	3⅛	
B&H Ocean		17	21	4½	4⅞	4⅞	-⅛
BadgerMtr x	0.88	16	12	47¼	46⅞	46⅞	-⅜
BkrdT A			16	2⅞	2⅞	2⅞	
BATInds	0.88	11	1369	17⅝	17⅞	17⅝	+⅛
Beard			18	3⅞	3⅞	3⅞	
Blake Mav	7.20		17	39⅞	39⅞	39⅞	
Bio-Rad A		12	428	27⅞	27	27	-⅜
Bowmar	3.00	11	100	1⅞	1⅞	1⅞	
Bowne x	0.36	16	905	26⅛	25¼	25⅞	-⅝
Brascan A	1.04	26	229	23¼	23	23¼	-⅛
Cambrex	0.20	14	35	35¼	35⅛	35¼	+⅛
CnFdCsA	0.81		89	4⅞	4½	4⅞	+⅛
Cominco		21	23	29⅞	29⅞	29⅞	+⅜
CmpTch			47	10⅛	9⅞	9⅞	-¼
Compmtrc			81	1⅞	1⅞	1⅞	+⅛
Concd FbA		17	28	6½	6½	6½	
CrossAT A	0.64	28	112	11⅞	11½	11½	-⅛
Crown C A			24	11⅞	11½	11½	
Crown C B			102	11⅞	11¼	11¼	+⅛
Cubic x	0.36	17	80	24¼	23¼	23¼	-⅞
Cybex			181	9⅞	9½	9½	
DI Inds			1377	2⅞	2⅞	2⅞	+⅛
Eastn Co x	0.48	40	4	13½	13½	13½	
Echo Bay			2200	7⅞	7⅞	7⅞	
Ecol En A	0.32	67	6	8⅛	8⅛	8⅛	-⅛
Edisto Rs			391	10⅛	9⅞	10⅛	+⅜
Epitope			z0	15	15	15	
EqinFd x	2.77		54	64	63¼	64	+1
Fab Inds x	0.70	16	6	28	28	28	
Fina A x	2.80	12	41	63⅞	63⅞	63⅞	
Forest La		68	3757	38⅞	37⅞	38½	+1⅜
Frequency		11	133	11	10⅞	10⅞	+⅛
Garan	0.80	12	39	18¼	17⅞	17⅞	-⅜
GatchelS			1037	50¾	50⅛	50¼	-½
Glant FdA	0.76	17	700	33	32⅞	32⅞	+⅛
Glatfltr	0.70	12	197	17½	16⅞	17	+¼
Goldfield			20	⅞	⅞	⅞	+⅛
HanDir			232	⅞	⅞	⅞	
Hasbro	0.48	19	3008	44	43½	44	+½
Health Ch			2	⅞	⅞	⅞	
Heico	0.18	51	50	25⅝	24⅞	24⅝	-⅞
HmstMt			429	18⅛	17⅞	18⅛	+⅜
HmanianA		6	257	6⅞	6⅞	6½	+⅛
InstronCp x	0.16	17	18	12⅛	12⅛	12⅛	-⅛
Int. Comm			580	6⅞	6⅞	6⅞	-⅛
Intrmg		38	476	10½	d10¼	10¼	-¼
Ivax			1348	12⅞	12⅞	12¾	-⅛
Jan Bell			25	2⅞	2⅛	2⅞	
JTS Corp			2483	2½	2⅛	2⅛	-⅛
Kinark Cp		25	18	3¼	3¼	3¼	
KogrEq	0.20	25	206	18	17⅞	17⅞	-⅜
Lahrge	0.06	28	100	6⅛	6⅛	6⅛	-⅛
Lynch Cp		20	23	u109⅞	106½	106½	-3¼
Maxxam		19	185	47⅞	47	47	-⅛
Media A x	0.52	17	216	31⅞	31⅛	31⅞	-⅜
Miromedia			2030	9⅞	9⅞	9⅞	-⅛
MitrLd			z0	7⅞	7⅞	7⅞	
Moog A		14	48	23¼	22⅞	22⅞	-⅛
MSR Expl			z0	⅞	⅞	⅞	
NatPatDev		4	69	7⅝	7½	7⅝	+⅛
NY TmA x	0.60	23	2749	45	44½	45	+⅛
NVR		6	243	15	14⅞	15	+⅛
Pegasus B		83	509	8⅞	8¼	8⅞	+⅛
Petrol		4	44	8⅛	8⅛	8⅛	+⅛
PMC	1.20	11	187	14¾	14	14	-⅜
ReganBrad			z0	28	d28	28	
SJW Corp	2.28	22	36	51½	50¼	50¼	-1
Tab Prods x	0.20	14	84	8⅞	8⅞	8⅞	-⅜
TelData x	0.42	28	z0	39½	39½	38½	+⅛
Thermedcs x		25	222	19⅞	19⅞	19⅞	+⅛
Thermolns		20	811	33⅞	32⅞	32⅞	-⅜
TotPMA	0.30	131	157	10⅞	10⅝	10⅝	+⅛
TownCntry		6	18	⅞	⅞	⅞	-⅛
Triton Gp.			90	⅞	⅞	⅞	-⅛
Tubos Mex			1548	17¼	16¾	17¼	+⅛
UtdFoodsA		21	z0	1⅞	1⅞	1⅞	
UtdFoodsB			18	1⅞	1⅞	1⅞	
US Cellul		17	137	26⅞	26½	26⅞	
ViacomA		121	403	36⅞	36	36⅞	+¼
ViacomB		122	3653	36⅞	36⅞	36⅞	+½
WRIT x	1.12	19	z0	12¾	12⅞	12¼	-⅜
Xytronix			77	1¼	1⅛	1¼	

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NASDAQ NATIONAL MARKET

4 pm close March 14

Stock	Div.	P/E	Sls 100s	High	Low	Last	Chng
ACC Corp		66	4151	23½	22½	23¼	+¼
Acclaim E			906	5¼	5	5⅞	+⅛
Acxiom Cp		38	3944	17	16½	16⅞	-⅛
Adaptech		38	14950	37	34⅞	35⅞	+1¼
ADC Tele		42	6754	27½	26⅞	27	-¼
AdeccoADR	0.16	34	4	39	38⅞	38⅞	+¼
Adobe Sys	0.20	16	9426	34⅞	33¾	33¾	
Adv Logic		16	961	10⅛	9⅞	9⅞	+⅛
Adv Polym			209	8⅞	8⅞	8⅞	+⅛
AdvTchLab			1113	31½	30⅞	31	+⅛
Advanta B x	0.53	10	7902	40⅞	39	39⅞	-⅜
Advanta A x	0.44	10	8339	41⅞	39⅞	40⅞	-1⅜
AirExpr	0.24	17	744	31⅛	30⅞	31⅛	+⅛
Akzo ADR	1.72	16	480	72¼	71¼	72¼	+1⅛
AlaBid	0.89	18	113	27⅛	26⅞	27	+¼
AltCom	0.64	16	20	17	17	17	+¼
Allen Org	0.58	13	4	39	39	39	-⅝
Allen Pr			590	13	12½	12⅝	-⅜
AlldCapll x	1.64	19	107	21	20⅛	21	+⅜
Alld Cap x	1.70	6	220	19⅛	18	19	-¼
Alpotte C		5	25	9¼	3	3	
Alta Gold		28	658	4⅞	3⅞	3⅞	-⅛
Altera		37	20706	45⅞	43¼	44⅞	+2⅞
AmBldrs x	0.80	13	292	57½	57	57⅛	+¼
AmCtVoy			59	11	10⅞	10⅞	-⅛
Am Manag		56	5726	21⅞	18½	21⅞	+1⅞
Am Softwa			983	7⅝	7¼	7⅞	+⅛
Am Frways		48	109	12½	12¼	12¼	+⅛
AmGrtA	0.68	14	4447	31½	30¼	31⅞	+1⅛
AmtelP			499	⅞	⅞	⅞	-⅛
AmMtn x	2.80	10	81	u85⅛	83⅛	83⅛	-2
AmPwrCnl		20	7020	20⅞	20	20¼	+⅛
Amgen Inc		25	13893	61¼	60⅞	60⅞	-⅞
Amtech Cp			383	6½	6⅛	6⅞	-⅜
Analogic	0.20	21	488	32¼	30¼	31	-1¼
Analysts	0.36	24	478	25	23⅞	23¼	-1⅜
AngelAm	3.00	9	136	8½	8⅛	8⅞	+⅛
Andrew Cp		35	5407	38	36⅞	37⅞	+1⅜
Apogee En	0.18	22	887	20	19⅞	19⅞	+⅛
Appld Mat		20	23998	52⅞	51⅞	52⅛	+¼
AppleC			19873	16⅞	16⅛	16⅞	+⅛
Applebees	0.07	20	3981	25½	24	25½	+1⅛
Arbor Dr x	0.24	22	2360	18⅛	17⅞	18⅛	
ArcCat	0.24	12	304	9⅞	9⅞	9⅞	+⅛
Argonaut	1.48		133	38	29⅞	29⅞	
AtkBelDel			543	5½	5¼	5¼	
Arnold In	0.44	13	535	13½	13⅛	13⅛	-¼
Artisoft			434	4	d3⅞	3⅞	+⅛
AscendCom			59313	58⅛	52½	54⅞	-3⅛
AspectTel		28	2073	24	21¼	22⅞	
AST Rsrch			970	4⅞	4⅞	4⅞	
Atkinson	2.00	16	49	8½	8¼	8½	+⅛
Atmel		12	28951	25⅞	24⅞	25	+⅛
AuraSys			1397	2⅞	2⅞	2⅞	+⅛
Autdsk	0.24	39	4688	34½	33⅞	34½	+1⅛
Autoinfo			74	2⅞	2⅞	2⅞	
Avondale		9	59	21⅞	20⅞	20⅞	

- B -

Stock	Div.	P/E	Sls 100s	High	Low	Last	Chng
B E I El x	0.08	94	206	11⅞	11⅞	11⅞	-⅛
Baker J	0.06	29	1865	9⅝	9⅛	9½	+⅛
BldwnL B	0.40	11	32	17⅞	17⅞	17⅞	
BallyTF			589	7⅞	6⅞	6⅞	+⅛
Bancteo		13	176	25⅛	24⅞	24⅞	-⅜
BankersCp	0.84	13	39	25	24⅞	25	
Banknorth	1.16	12	18	42	42	42	-¾
Banta Geo	0.48	15	65	26¼	25⅞	26	
Basic Pet		13	82	35⅛	33⅞	35¼	+1½
Bassett F	0.80	18	24	23⅝	23½	23½	-⅛
Bay View	0.64	33	1384	55	52¼	52½	-2⅛
BE Aero			1730	25½	24⅞	24⅞	
BeautiCos	0.42	16	47	15	14⅞	14⅞	
Ben&Jerry		24	207	13½	12⅞	13	+⅛
BerkleyWR	0.52	13	1641	52⅞	51⅞	51⅞	-1⅛
BHA Grp	0.12	15	23	u16	16	16	
BI Inc		25	98	7⅞	7½	7½	
Biogen		81	17690	49	44¼	44⅞	-2½
Biomet	0.40	19	13050	17¼	19⅞	17¼	+⅜
Block Drg x	1.24	16	12	47¾	46¼	46¼	-½
BMC Softw		32	5043	45⅝	45⅛	45⅝	+⅜
Bob Evans	0.32	28	1785	14	13⅝	13⅞	+⅛
Boole & B		21	491	23½	22	23½	+2
Borland			2632	8⅞	7⅞	8	+⅛
Boston Tc		58	z0	u29⅞	29⅞	29⅞	
BradyW A	0.52	18	958	24¼	23½	24¼	+¼
BRC Hldgs		42	405	40⅞	38	38	-1½
BSB Bncp	1.00	11	142	31	30½	30¾	-¼
Buffets			1287	6⅞	6⅞	6⅞	
BuildersT			92	2½	d2⅛	2½	+⅛
Burr Brwn		16	146	32½	32	32¼	+⅛
ButlerMfg	0.48	10	z0	36⅞	36⅞	36¾	-⅛

- C -

Stock	Div.	P/E	Sls 100s	High	Low	Last	Chng
C Tec		85	63	29⅞	28⅞	29¼	+⅛
CadmusComm	0.20	21	52	18⅛	15⅞	15⅞	-¼
Caere Cp		270	1157	8⅞	8⅛	8⅛	-⅜
Calgene			952	7⅞	7⅞	7⅞	-⅛
Cal Micro			177	14¼	14	14⅛	
Candela		20	280	8⅛	7⅞	7⅞	+⅛
Cndies			493	5⅝	5⅝	5½	+⅛
Canon Inc x	0.49	27	91	103	102½	102½	-½
CarlionCm x	0.97	21	201	44	43½	44	-⅛
CascadeCm			79389	29½	25½	28⅞	-2⅛
Cascade x	0.36	16	z0	15⅞	15⅞	15⅞	-¾
Casey S	0.10	16	693	20¼	19⅞	19⅞	+⅛
Celgene			955	8½	8¼	8¼	-¼
CEM Cp		17	128	9⅞	9¼	9¼	
Centocor			14123	35½	33⅞	33⅞	-1⅜
Cntrl Fid x	0.88	15	417	29⅞	29⅞	29½	-⅜
Cntrl Spr		20	12	26⅞	25¼	25¼	-¼
Chandler		15	20	5⅞	5½	5⅞	+⅛
Chapter 1	0.92	17	1246	46¼	45⅞	45⅞	+⅛
ChrmSh			13677	9	5⅞	5⅞	-⅞
CheckDrta			1424	1⅞	1⅞	1⅞	+⅛
Chemfab		17	z0	18	18	18	
ChipsTe		7	5390	11⅞	11	11⅞	-⅜
Chiron Cp		63	5663	19⅞	19⅞	19⅞	-⅛
Cinn Fin x	1.64	16	990	73	70⅝	72⅞	+3¼
Cintas Cp x	0.30	31	847	54⅞	52¼	54⅞	+1⅜
Circon		63	154	15⅛	15	15	
CirrusL			11249	13¼	d12¼	12⅞	-⅞
CiscoSys		32	11431	52	49⅞	50⅞	-1⅞
Clean Hbr			150	2	1⅞	2	+⅛
CltfDr		25	1448	53⅛	50½	53	+1⅜
CocaColaB	1.00	26	190	45⅛	44	45⅛	+1⅜
CodeAlarm			13	2⅞	2⅛	2⅞	
Cognex Cp		30	9364	21¼	20⅞	20⅞	+¼
Cognex		27	1268	24	23⅞	24	+⅛
Coherent		24	190	49¼	48⅞	49	+¼
Collagen	0.20	0	133	19⅞	10	18⅞	-½
Colnl Gas x	1.30	11	54	22¼	21½	21½	
Comair	0.24	13	3495	22¼	22⅞	22⅞	-⅜
ComcstA x	0.09		741	17⅝	17¼	17⅝	+⅛
ComcstASp x	0.09		9617	18⅞	17⅞	18⅛	+⅛
CommBshs x	0.82	15	150	48½	47⅞	47⅞	-⅜
CommC			568	29¼	28⅞	28	-⅛
ComprLabs			870	2⅞	2⅞	2⅞	-.06
Compuserve			1300	18⅞	18	10.15	+.08
Comshare			231	15⅛	14⅞	14⅞	-⅛
Consilium			176	4⅛	d3⅞	3⅞	-⅜
CnrtData		12	1797	14¼	13⅞	14⅛	+⅛
CoorsA x	0.06	19	719	21⅞	21½	21¼	+¼
Copytele			970	6⅞	9½	9⅞	+⅛
CoresBksh	0.50	11	211	34	33	33	
Costco		25	16621	29½	28⅞	29⅞	+½
CoventryCp		6	7391	11⅞	11⅞	11⅞	
Cracker B x	0.02	24	1494	27⅞	27⅛	27¼	-⅛
CreatTech			10823	10⅝	9⅞	10½	+½
Crown Res			181	7⅛	6⅞	6⅞	-¼
Cuno		38	1565	19⅞	16⅞	16⅞	-⅛
Cybergrd			939	11	10½	10⅝	
Cyrix			10282	23⅛	21⅞	22⅛	-⅛
Cytogen			2450	5⅛	5	5⅛	+⅛

- D -

Stock	Div.	P/E	Sls 100s	High	Low	Last	Chng
DSC Cm			53860	22	10⅞	21⅞	+3⅛
Dart Grou x	0.13		9	90¼	90¼	90¼	-2⅛
Dataflex			84	3⅞	2⅞	2⅞	+⅛
Datascope		75	206	20¼	19½	19⅝	-⅛
DauphinDp	1.20	18	503	42⅝	42⅛	42⅛	-⅛
Deb Shops	0.20		139	4⅞	4⅞	4⅞	-½
Dekalb Gn x	0.20	52	301	62	59⅞	61	
Delchamps	0.44	37	185	22⅞	22	22	
Dell Comp		25	45819	73⅞	70	70⅛	-2⅛
Dnply	0.37	20	175	52½	52	52⅞	+⅛
Devcon		25	48	6⅛	6⅛	6⅛	
DH Tech		10	28	16⅞	16¼	16½	+⅛
Digi Intl		44	573	7⅝	7¼	7½	+⅛
Dig Micro		53	12101	28	24⅞	24⅞	-¼
Dig Sound			437	1⅞	1⅞	1⅞	+⅛
Dig Syst		12	z0	11⅝	11⅞	11⅝	
Dionex Cp		23	252	46¼	45½	46¼	+⅛
Dixie Yrn			169	7⅞	7⅞	7⅞	-¼
Dollar Gn	0.20	21	1816	33⅞	32⅞	33¼	+¼
Dorch Htn	0.68	19	177	14	13¼	14	
DrecoEngy		22	z100	34¼	24¼	34¼	-¼
DresBarn		10	1682	18	17¼	17⅞	-⅛
Drey GD	0.24	226	76	24	31	34	+2
Drug Empo		32	297	5⅞	5⅛	5⅛	-⅛
Dudron x	0.56	13	1321	23¼	29¼	29½	+⅛
Dyatech		25	z0	32½	32½	32½	-⅛

- E -

Stock	Div.	P/E	Sls 100s	High	Low	Last	Chng
Eagle Fd			144	4⅞	4⅞	4½	-¼
EastEnvmt			508	u14⅛	13⅞	13⅞	+⅛
ECI Tel	0.20	16	5882	21⅞	21⅞	21⅞	+⅞
Egghead			329	5	4⅝	5	+⅛
ElectrSci		11	89	27¼	26⅞	26⅞	-⅜
Electrbtl	1.27	11	220	63½	62¼	63½	-1⅛
ElectArts		30	6617	28⅞	27⅛	27⅞	+⅞
Emcon Ass		39	155	3⅞	3⅛	3⅛	
Emulex			40	16⅛	16	16	
EncoreCmp			287	1⅞	1⅞	1⅞	+⅛
Enzon			650	2⅞	2⅝	2⅞	+⅛
EquityO			253	3⅛	3	3	-⅛
ERD Waste		4	10	1⅞	1⅞	1⅞	
EricsnB	0.22	37	14086	35⅛	34⅝	35	+⅞
Ethicl			390	5	4⅞	5	+¼
Evans Stb		23	23	26⅞	26⅞	26⅞	
Exabyte		28	2075	11⅝	10⅝	11¼	+⅞
Excalibur			T17	8⅞	8½	8⅝	+⅛
EddieBac			402	12	11¼	11½	-½
Expedit I	0.06	28	3102	27⅞	26⅞	27⅞	-⅛
ExcorpAm		19	24	7⅞	7⅞	7⅞	

- F -

Stock	Div.	P/E	Sls 100s	High	Low	Last	Chng
Fall Brp			147	5⅞	5⅛	5⅝	+⅛
Farr Cp		12	81	19¼	18⅝	18⅛	+⅛
Fastenal x	0.02	41	1636	35½	35	35⅛	+⅜
FifthThrd	1.16	26	5694	86¼	84⅝	80⅞	+1
Figgie A		4	391	12⅝	12¼	12¼	+⅜
Filenet			905	18⅞	18½	18⅞	+⅜
First Am	1.24	17	1354	67⅛	66¼	66⅞	+⅞
Fst Secty	0.52	14	1053	35	34⅞	34⅞	-⅜
Fst Tenn x	1.20	17	3199	46¼	45⅞	46	+⅜
Fstmerit x	1.19	19	1044	42¼	40¼	42	+1
Fiserv		28	3382	38⅞	37⅞	38	+⅛
Flow Int		18	143	9⅞	6⅞	8⅞	+¼
FlxDsGTI		21	58	0	7½	7⅝	+⅛
FoodLA	0.13	19	1170	8⅝	8⅞	8⅞	-⅞
FoodLB	0.13	19	2683	8⅞	8⅞	8⅞	-¼
FORESy			27861	24½	22⅞	22⅞	-1⅜
Foster A		18	31	4	3⅞	4	+⅛
Fst Fnl x	0.60	20	297	27¼	26⅞	26⅞	
Fst Hawai x	1.24	12	334	34⅞	33	33	-⅞
Fuller HB	0.66	15	1213	50	47½	48½	+½
FultonFin	0.68	15	85	24½	23⅞	24¼	+⅛

- G -

Stock	Div.	P/E	Sls 100s	High	Low	Last	Chng
G III App			59	4⅞	4⅞	4¼	+⅛
G&K Serv x	0.07	24	219	32	31¼	31½	+⅛
Gantos		4	122	2⅞	2⅛	2⅞	+⅞
Garnet Rs			124	⅞	½	⅞	
Gtway2000		18	23572	57	53½	53⅞	-2⅞
Gehl Co		7	190	11¼	10⅞	10⅞	-⅜
Genl Bind x	0.44	20	185	33	32¼	32⅞	+⅜
Genlyte		11	144	11¼	11⅞	11½	+¼
GenslaPh			5165	4⅞	4⅞	4⅞	+⅞
Genlnst		38	1334	20⅞	20½	20½	-⅛
Genus Inc			526	4⅞	d4⅞	4⅞	+⅛
Genzyme			6936	24⅞	24⅞	24⅞	+⅛
Geotek Cm			2761	6⅞	5⅞	5⅞	+⅞
Gibson Gt		15	1145	21⅞	20⅝	21⅛	+½
GiddingsL x	0.12		9790	14¼	13⅞	14⅞	+¼
Gilbert A	0.40		470	u19	17⅞	18⅝	+⅜
Gish Biom		48	18	6⅛	6⅞	5⅞	
GldBks			1215	9⅞	9½	9⅞	
Good Guys			97	7⅛	6⅞	6⅞	-⅛
GouldsPmp	0.80	14	512	23⅝	23⅛	23¼	-⅞
GradcoSys	0.66	7	163	3¼	3¼	3¼	-⅛
Granite	0.24	11	520	19⅞	17⅞	17⅞	-⅜
Green AP x	0.18	13	518	9⅝	9¼	9¼	-⅜
Grossmans			909	⅞	0.27	⅞	
GTI Corp			81	6	5⅞	5⅞	
GtrNY Svg	0.20	16	5309	u16⅞	15⅞	16¼	+⅜
Gymboree		21	3423	27	26⅝	26¼	-⅛

- H -

Stock	Div.	P/E	Sls 100s	High	Low	Last	Chng
HrdingLaw		712	60	7⅞	7	7⅛	-⅛
Harleysvl x	0.84	14	53	31⅞	30⅞	30⅞	-⅛
Harper Gp x	0.24	17	377	23½	22¼	23½	+1¼
HBO & Co	0.08	45	25760	54⅞	53½	54⅛	-⅞
Healthcr		76	2232	42¼	42	42⅞	+⅞
Healthcre		12	12	11	10⅞	10⅞	+⅜
Hthdn1ch		31	121	13⅞	13⅞	13⅞	+⅞
Hechinger			3761	1⅞	1⅞	1⅞	+⅞
Heldrol		10	90	9⅞	8⅞	9⅞	-⅛
HelenTroy		20	1085	25⅛	24⅛	24½	+⅛
Herbif	0.60	11	4267	16¾	15½	16¼	-⅜
Hologic		23	301	26⅞	25⅞	25½	-1¼
Home Bend	0.88	15	106	38⅝	38	38⅛	+⅛
Hon Inds	0.58	19	327	u43	41	43	+1⅞
Hunt JB	0.20	24	290	14¼	13⅞	14	
Huntngtn x	0.80	15	545	28⅞	28	28⅛	+⅞
Hurco Co		7	272	5⅞	5⅞	5⅞	
HutchTech		25	11707	36⅞	32⅞	32⅞	-3.24
Hybridon		3	300	7	6⅞	6⅞	+⅞
HycrBio			230	3	2⅞	3	

- I -

Stock	Div.	P/E	Sls 100s	High	Low	Last	Chng
IFR Sys		16	59	17¼	16½	16½	
IIS Intel			47	1⅞	1⅞	1⅞	
Immucor		37	157	10⅞	10	10¼	
Immunogen			565	2⅞	2⅞	2⅝	-⅛
Imperl Bc		12	z0	u28⅞	28⅞	28⅞	
Inf Res			896	14⅞	14⅛	14⅞	+⅜
Informix		27	17222	17⅞	17	17⅛	+⅞
IngleMkt	0.66	13	292	14⅞	14½	14⅞	+¼
IntegrDev			26551	12	11	11.36	+.36
IntgtdSys		191	327	23¼	22½	23¼	+¼
IntgtdMsl			505	¼	⅞	⅞	-⅞
Intel	0.20	23	11058	143¼	137½	137⅞	-3⅞
IntgntEl			3817	3½	3¼	3⅞	+⅞
Inter Tel		20	604	18¼	14¼	14¼	-⅜
InterfceA x	0.26	18	1591	24½	23¼	24⅞	+⅛
Intgph			352	8⅛	7⅞	8⅛	+¼
Interleaf			575	1⅞	1⅞	1⅞	+⅛
Intervolc		21	982	8⅞	8⅛	8½	+⅞
Intervoic		13	1022	12	11⅞	11⅞	-⅞
IntDairyQA		14	479	22½	21⅞	21⅞	-⅛
Invacare	0.05	20	1741	26⅛	24	25⅛	+1⅛
ItoYokado x	1.08	23	3	170	170	170	

- J -

Stock	Div.	P/E	Sls 100s	High	Low	Last	Chng
J&J Snack		22	137	13⅛	12⅞	12⅞	-⅛
Jason Inc		15	5	6½	6½	6½	
Johnson W			135	15	12½	12½	-⅜
Jones Int			273	18	9½	8½	-⅜
Jones Med	0.05	40	4326	28½	25½	26⅞	-¼
JSB Fin	1.40	16	25	43	41	41	
Juno Lig x	0.32	14	868	15¼	15½	15⅛	
Justin	0.16	13	177	11⅞	11⅞	11⅞	+⅛

- K -

Stock	Div.	P/E	Sls 100s	High	Low	Last	Chng
K Swiss	0.08	103	61	12⅛	11⅞	11⅞	
Kaman Cp	0.44	12	299	13⅞	13⅞	13⅞	
Kelly Sv x	0.84	14	259	27⅞	27¼	27¼	-¼
Kimball	1.04	14	35	35	37½	37½	-¼
KLA Instr		16	9143	40½	39⅞	39¼	-⅜
Koll A			249	⅞	⅞	⅞	
Komag		12	15124	27⅞	28	25¼	-1½
Kulicke S			1583	25⅞	24½	24⅞	-⅜

- L -

Stock	Div.	P/E	Sls 100s	High	Low	Last	Chng
Labone	0.72	81	26	18¼	18	18	-⅜
Ladd Furn			84	15⅞	15¼	15¼	
Lam Rsch		12	6935	38	37	37⅛	-⅛
Lancaster x	0.72	16	293	45½	45	45⅞	+⅛
Lance	0.96	22	109	18⅞	18⅛	18⅞	-⅞
Lanoptics			52	7⅞	7⅝	7⅞	+⅛
Laser Ind		18	463	13¼	12½	12⅞	-⅛
Laserscope		48	1196	8⅞	8	8⅞	
Lattice S		22	5337	45½	43⅞	45½	+1½
Lawson Pr	0.52	12	121	22⅞	21⅞	21⅞	-⅛
Lechters		37	212	3⅞	3⅞	3⅞	-⅛
Life Tech	0.18	21	48	26⅞	26¼	26¼	+¼
Lifeline		28	38	16	17½	17½	-⅛
LindsayMf	0.13	27	407	34½	33¼	33¼	-¼
LinearTec	0.20	27	7654	47⅞	45¼	46⅝	+1¼
LiquiBox	0.52	12	54	30⅞	29½	29¼	+¼
LoneStrStk		19	4388	28⅞	27⅞	28⅞	+⅞
Lone Star		15	591	18	17½	17⅞	
LTX Cp			2340	5⅞	5⅞	5⅛	
LVMH	0.64	24	269	47⅝	46⅛	47⅜	+⅜

- M -

Stock	Div.	P/E	Sls 100s	High	Low	Last	Chng
MCI Cm	0.05	21	32291	36⅞	35	36⅝	+¼
MS Car's		16	1732	17	16½	16½	
Mac Mil x	0.80	8	41	13⅞	13¾	13¾	
Madge		12	2142	18⅛	8⅝	18	+⅛
Mail Box		31	62	21	20¼	20¼	-½
Marcam Cp			176	14¼	13⅞	13⅞	
Marine Dr		35	5861	18¼	15⅞	16⅞	+⅞
Market Cp		17	100	u113½	108½	110	-⅞
MarshSmkA	0.44		4	13⅞	13⅞	13⅞	-½
Marshall x	0.74	16	838	37½	36⅞	37⅞	+⅞
Mastec		69	z0	66¼	66¼	66¼	
Matrix Ht			9100	3⅞	d3½	3¼	-⅛
Maxim Int		26	9734	49¼	47¼	49	+1⅜
McGrath R	0.88	14	23	28⅞	28½	29¼	+¼
McCormickV	0.60	44	2453	24⅞	23⅞	24¼	-⅜
Melamine		20	39	10⅞	10½	10½	-¼
Mentor Cp	0.10	21	9405	23⅞	21⅞	22⅛	-1⅞
MerrG		17	8226	8⅞	9	9	-⅞
MercantLB	1.04	15	970	38	37⅞	37⅞	+⅛
Mercerint		3	608	8⅞	d8⅝	8⅞	+¼
Mensel			11763	2⅞	1⅞	2⅞	+⅛
Mesa Air		7	1413	7⅞	6½	6½	-⅛
MthodeA	0.20	15	714	19	15⅛	16	+¼
Microage		12	1400	14¼	13½	13⅞	-⅛
Microcom		28	2907	12⅞	11⅞	11⅞	-¼
Micrgrafx			380	5⅞	4⅞	5.11	+.11
Micsft		51	75745	100¼	98⅞	99	-⅜
Mid Atl M			921	15⅛	14⅞	14⅞	-¼
MidwGrain			33	14½	14¼	14½	+¼
Miller H x	0.52	23	2238	68¼	67	68¼	+1
Millcm			228	40¼	39⅞	40⅛	+¼
Mintech	0.16	23	18	10⅞	10⅛	10⅝	+¼
MobileTel			4472	7¼	6⅞	6⅞	-⅛
Modern Co	0.24	14	31	10⅞	10¼	10⅞	+⅛
Modine Mf	0.68	15	202	26⅞	26	26⅞	+¼
MolexA	0.07	23	932	35½	35	35⅞	+⅛
Molex Inc	0.07	24	2775	37¼	36½	36⅞	
Moscom			290	6⅞	6⅞	6⅞	-¼
MonroeP	0.32	13	223	35½	34½	35⅛	-⅛
MTS Sys x	0.40	13	47	21⅞	21¼	21¼	
Mycogen			524	28⅛	26⅞	27¼	+⅛

- N -

Stock	Div.	P/E	Sls 100s	High	Low	Last	Chng
Nash Fnch	0.72	10	31	18⅞	18¼	18¼	-⅜
Nat Compt x	0.36	28	1230	23¼	23	23	-¼
Ntrs Sun	0.13	17	217	15¼	14⅞	15	-⅛
Navigator		8	18	18½	17⅞	17⅞	
NEC	0.35	28	83	56½	56	56⅞	-⅜
Nellcor		28	5827	18⅛	18	18⅛	+⅛
Netscp		11	213952	28¼	26⅞	27	-⅜
Ntwrk Gen		25	1429	23¼	23¼	23¼	+¼
Neurogen		143	715	20⅛	18⅞	20⅛	+.65
Newport Cp	0.04	18	248	8⅞	8½	8½	-⅛
NextelCmA			z0	13⅛	13⅛	13⅛	-⅛
Nordson x	0.80	16	75	55¼	54½	54½	
Ndstrm x	0.50	20	5683	38⅛	37⅞	37⅞	-⅛
Norstan 1		14	193	15⅞	15	15	
Nine1stS x	0.72	16	1654	42	41	41⅞	+⅞
NW Air		7	5616	41⅝	40½	40⅞	-⅜
Novell		25	99157	9⅛	d8¼	8⅞	-⅞
Novellus		14	3571	81¼	79⅛	80	+¼
NPC Int		71	380	10⅞	10⅝	10⅞	-⅛
NSC Corp		13	z0	2½	2½	2½	

- O -

Stock	Div.	P/E	Sls 100s	High	Low	Last	Chng
OCharleys		17	12	13⅛	13	13	
Octel		18	1634	18⅞	18	18⅞	+⅜
Odetics A		25	700	16	14⅞	16	+¼
OffshreLg		17	578	17⅞	16⅞	16⅞	-⅛
Oglebay N x	1.40	9	201	42⅞	41½	41½	-1
OhioCa	1.68	15	1685	u42	41	41⅞	+½
Old Kent x	1.36	14	1048	49½	48⅞	49⅛	-⅛
Old NatB x	0.92	16	410	37½	31⅞	37¼	
Onbancorp x	1.36	13	1950	46⅞	46⅞	46⅞	-⅞
One Price			1117	4⅛	4	4⅛	-⅛
Oracle		39	11786	41⅞	39½	41	+1⅞
Orb Scnce		29	516	16⅞	18⅞	16⅞	-⅜
Orncrech		12	98	10⅞	18½	18⅞	+⅛
OregonMet		12	2000	22¼	20⅞	21	-¼
Orthofix			255	7	8⅞	6⅞	-⅞
Oshap		3	579	5⅞	5⅞	5⅞	+⅛
OshBA	0.28	186	286	17¼	16⅞	16⅞	-⅞
Oshkosh T	0.50		51	12⅞	12½	12½	-¼
OtterTail	1.86	13	100	34¼	33⅞	33⅞	
OxfrdHlth		51	11505	65⅞	63⅛	63⅝	-⅞

- P - Q -

Stock	Div.	P/E	Sls 100s	High	Low	Last	Chng
Paccar	1.00	13	723	72⅞	71	71	-1
PacDunlop	0.14	76	23	10¼	10¼	10¼	-⅛
PacifCreA		24	148	83½	82½	83¼	+½
PacifCreB		35	1475	88½	85¼	86	
Parametrc		49	13404	52⅞	50	51	+⅛
Paychex	0.36	50	13609	45	43	44⅞	+1⅜
Peerless	0.06	14	11	11⅞	11⅞	11⅞	-¼
Penn Trty		19	448	28	27⅞	27⅞	-¼
Penn Virg x	1.80	14	60	45⅞	44¼	44½	+¼
Pentech I			140	1¼	1⅞	1⅞	+⅛
Penwest L	0.20	33	25	18	18⅞	18¾	
PeopBnkCt	0.65	17	175	35⅞	35¼	35¼	
Peoples H	0.72	15	1338	31⅞	31½	31½	-⅞
PeoplsofR			8190	40⅞	42½	42⅞	+⅛
Perrigo		23	2494	12⅞	11⅞	12¼	+⅜
Petrolte	1.12	27	132	58½	58¼	58½	+⅞
PETsMART			5708	19⅞	19	19	
PharmDev		37	340	25⅞	24½	24⅞	-½
PhoenxTch		28	845	18⅞	19	16¼	-⅛
PhysCpAm			1143	5⅛	4⅞	5⅛	-⅛
Picturetel		13	10020	14⅞	13⅞	14⅞	+⅜
PionerGp x	0.40	36	401	27	26	29⅞	+⅜
PionerSt	0.12	13	207	13⅞	13½	13⅞	+⅛
Pixar		26	1159	20⅛	18	19½	-½
PlthwdA		37	2096	18	17⅝	17⅝	-⅜
PLDTel		7	z0	6⅞	6⅞	6⅞	-⅛
Pricebk	0.68	9	40	22⅞	22⅞	22⅞	+⅛
Powell		13	33	14⅞	14⅛	14⅛	
PresCas			506	⅞	⅞	⅞	+⅞
Pres Life x	0.20	15	23	15⅛	15	15⅛	+¼
Presstek		117	807	48⅞	47¼	47⅞	-⅝
PridePtr		26	5778	20⅛	16⅝	19⅞	+⅞
Printronl		18	273	14½	14	14	-¼
Prod Ops	0.28	26	2305	53⅞	52½	52½	-¼
Qualcomm		211	6892	59⅞	58½	59⅛	
Qual Food		23	z0	39⅞	39⅞	39⅞	
Quantum		21	49493	40⅞	37⅞	38⅛	-2
Quickslv		15	85	25	24⅞	24½	+⅛
QuintBes		500	1381	65⅞	64⅞	65	+½

- R -

Stock	Div.	P/E	Sls 100s	High	Low	Last	Chng
Rainbow		13	496	16⅞	17⅞	17⅞	-⅜
Rallys			483	3⅞	3⅞	3⅞	+⅛
Raymond x	0.25	14	4380	28⅛	27⅞	28	+⅛
RCSB Fin	0.80	12	659	34	33½	33⅞	+⅛
Read-Rite			64593	30⅞	26⅞	26⅞	-3⅛
Recoton		12	599	14⅞	13⅞	13⅞	-⅜
RegFinCp x			1688	61¼	60⅞	61¼	+⅞
Repligen			102	1⅞	1⅞	1⅞	
Repub Ind			7563	35⅛	34⅞	35⅞	-⅞
ResrchMed		23	122	23¼	23	23¼	+⅛
Resound			351	8⅞	6⅞	6½	-¼
Reuters	1.21	20	2371	63⅞	61⅞	62¼	+1⅜
RoadwExpr	0.20	19	115	17⅝	17	17⅛	-⅜
RbNgnt	0.12		61	4½	4½	4½	
Roosevelt	0.68	140	2410	22¼	22⅞	22⅞	+⅞
Ross Str x	0.16	20	7093	u28⅞	27½	28	+⅞
RotechMed		21	1132	20½	20	20⅞	+½
RoyalGold		50	z0	12⅛	12⅛	12⅛	
RPM Inc	0.52	18	982	17⅞	17⅝	17⅞	+⅛
Ryan Fmly		18	3324	7⅞	7⅝	7⅞	

- S -

Stock	Div.	P/E	Sls 100s	High	Low	Last	Chng
Safeco	1.19	13	2011	40⅛	39¼	40⅞	+⅞
SafeckHm		84	x100	39⅞	39⅞	39⅞	-½
Sanderson	0.20	128	55	18⅞	18⅞	18⅞	
SchlmbgrA	0.42	16	1206	20¼	d18½	20¼	+1⅜
SCI Systm		15	2674	52⅞	49⅛	49⅞	-2
Scios			1153	7⅞	7⅞	7⅝	+⅛
Scitex Cp	0.52	1	930	9⅞	9⅝	9⅝	-⅛
Score Brd			76	2	1⅞	2	+¼
Seafield	1.20		21	34¼	34¼	34¼	-¼
SEI Cp	0.24	16	838	22⅞	21⅞	22	-⅜
Selbele B	0.20	5	101	1⅞	1⅞	1⅞	-⅞
Selnc	1.12	10	346	42	41½	41⅞	
Sequent		70	3925	17¼	19	18⅛	-⅜
Sequoia			433	2½	2⅞	2⅞	+.05
Serv Tech			562	5⅞	5⅛	5⅞	+⅛
Sevenson	0.22	15	2	15½	15½	15½	-1⅜
ShrMed	0.84	26	1581	54½	52½	52½	-1⅞
ShTchFair			15	6⅞	6⅞	6⅞	
Shorewood		19	1068	19⅝	19¼	18½	+¼
Showbiz P		26	388	21	20¼	20½	-¼
SigmAl x	0.25	21	1780	32⅞	31⅞	32⅛	-⅛
SigmaDes		33	382	4⅞	4⅞	4⅞	
SilcnVlBc		17	118	38⅞	36	38	-¼
SilcnVGp		12	4420	20½	19½	19⅞	-⅞
Simpson x	0.40	16	940	18½	18	18¼	+¼
SmEnT			81	⅞	⅞	½	
Smithfld		22	558	37⅞	37¼	37¼	-⅜
Southtrst x	1.00	14	3163	39½	38	38⅞	-½
Spiegel A			534	7⅞	7⅝	7⅞	+⅞
Spyglass		103	1365	8⅞	d8¼	8¼	-¼
St PaulBc	0.48	19	696	28½	28	28⅞	+⅞
Staples		34	54750	21⅞	21½	21⅞	+⅞
Starbucks		80	20272	32¼	30¼	31½	+1⅜
Std Micro		4	498	8⅞	8⅞	8⅞	-⅞
Steel Tec	0.16	16	132	11	10⅞	10⅞	-⅞
StnklyUSA			490	1.49	1⅞	1⅞	-¼
Stolt	0.06	16	98	18⅞	18⅞	18⅞	
StrawbrCl	1.16		39	16½	16⅛	16½	
Strmlogic			689	⅞	⅞	⅞	-⅞
StructDy		21	968	21½	20⅞	21½	+⅛
Stryker	0.16	24	3423	27	26¼	26⅞	+⅞
SullivanD	0.20	15	137	14⅞	14½	14½	-⅜
SumitomoB	0.80	12	63	u30	28	29	-⅞
Summit Te			5033	8⅞	7⅞	8⅞	+⅞
Sun Sport			39	2⅝	2⅝	2⅝	+½
SunMic		20	33571	30½	29¼	30⅛	+½
Swift Trn		23	189	28	25½	26⅞	-⅜
Sybase Inc			7750	15	14	14⅞	+⅞
Symantec			6576	14½	13½	14⅛	+⅛
Synalloy	0.36	15	141	18	16¼	16½	-⅜
Synetic		85	253	51	50⅛	50⅝	+½
SystmSoft	0.16		1140	10⅛	9⅞	10	+⅛
System&co		38	295	20⅝	19⅞	20¼	-½

- T -

Stock	Div.	P/E	Sls 100s	High	Low	Last	Chng
T-Cell Sc			271	1⅞	1⅞	1⅞	-⅞
T.Rowe Pr	0.52	27	2889	44¼	43	43⅛	-½
TBC Cp		13	671	8⅛	8⅞	8⅞	-⅛
TCA Cable	0.64	22	149	32⅛	31½	31⅞	
TCI GpA			27847	13⅝	13¼	13⅝	+⅛
TechData		21	6496	27	25⅛	25⅝	-1
Tecumseh x	1.80	16	189	54⅞	54⅝	54¼	+½
Tekelec			499	20⅞	20½	20½	-⅛
Telco Sys			1717	14½	13	13¾	+½
TelComALb			6344	22⅛	21½	21⅞	+⅜
Tellabs		40	19127	39¼	38	38⅛	+½
Telxon Cp	0.01		1244	17⅝	16½	16⅞	-⅜
Tetra Tec		25	608	25	23¼	24½	+½
TevaPhADR x	0.28	41	3906	60⅛	58⅞	59¼	
3Com		20	42063	38	34	34⅞	-1⅞

- T -

Stock	Div.	P/E	Sls 100s	High	Low	Last	Chng
TII		6	683	4⅞	d4⅞	4⅞	+⅛
TJ Intl	0.22	23	421	20¼	20	20	
Todd-AO	0.08	17	37	9½	8⅞	9	-½
Tokyo Mar	0.31	18	181	47⅞	46⅞	47⅝	
Tom Brown		86	63	16⅝	16⅝	16⅝	+¼
ToolsAlph		18	201	9⅛	9⅛	9⅛	-¼
Topps Co	0.28		522	4⅞	4⅞	4⅞	
TransWrld		15	25	10⅞	10	10	-⅞
Transcend			78	5⅛	4⅞	5⅛	+.12
Trnswick x	1.44	10	3	50½	50½	50½	+⅞
Trimble			1001	13⅞	12⅝	13¼	+½
Truevisn			211	2⅞	2½	2⅞	+⅛
TrustcoBkC x	1.16	15	74	21½	21	21¼	-¼
Tseng Lab			673	3⅝	3⅞	3½	+⅛
TysFdA x	0.16	54	3104	21½	21⅛	21⅞	-⅞

- U -

Stock	Div.	P/E	Sls 100s	High	Low	Last	Chng
UCtilesGs x	1.02	17	132	25½	22⅞	22¼	
United St		8	2	20	19⅞	20	
Unitog	0.12	19	185	21⅞	21¼	21¼	
Unitrin	2.40	15	248	54	53¼	53¼	-⅜
US Bancp x	1.24	15	5951	50⅞	48⅞	48⅞	-1⅜
US Energy			813	12⅛	10⅞	11	+⅞
US Robot		21	39600	59⅞	57⅞	57⅞	-1⅞
US Servis			z0	3⅞	3⅞	3⅞	
US 71st	0.60	23	2784	46¾	45	45	-1⅞
UST Corp	0.32	11	864	21⅞	20⅞	20⅞	+⅜
Utah Med	0.06	12	z0	11⅝	11⅞	11⅞	
Utd Telev x	0.06	20	37	91	88½	88½	-2½
Utlx			53	4½	4¼	4¼	-¼

- V -

Stock	Div.	P/E	Sls 100s	High	Low	Last	Chng
Valmont	0.40	27	41	42¼	41¼	42¼	+¼
Vagrd Cell		04	1476	13⅞	d13¼	13½	+⅛
Varian	0.36	7	43	19⅛	18⅞	18⅞	-⅜
Veritfax			3705	17⅞	17¼	17⅝	+¼
Vicor		26	1987	15½	14⅝	15	-⅛
VicorpRst		62	45	12½	12½	12½	-⅛
Viewlogic		22	2648	14⅞	14¼	14⅞	+⅛
VLSI Tech		37	3808	16⅝	17⅞	17⅞	
Volvo B	0.60		3092	25	24⅞	24⅞	+⅞

- W -

Stock	Div.	P/E	Sls 100s	High	Low	Last	Chng
Wang Lab			2152	20⅞	18⅞	20	
Warrntech		81	1741	10⅝	9¼	10¼	+½
WashMtl	1.00	14	7362	52⅝	50¼	50⅝	-1¼
WatsIndA x	0.31		458	25⅞	25⅛	25⅝	+¼
Wausau PM x	0.25	10	626	20½	20	20⅝	-⅛
WD-40	2.48	19	190	50⅛	49½	50¼	+¼
Werner En	0.10	15	1060	17¼	16⅞	16⅞	-⅛
Westrn Bnc	1.04	17	47	70	68¼	68¼	
WetptSIA		20	993	36⅞	36	36½	+⅜
Wst SealA		23	6580	25¼	22⅞	24⅞	+1⅞
Willmite x	1.26	16	z0	63½	63½	63½	
WmsSonoma		177	9905	32¼	29⅞	32	+2¼
Wolohan L x	0.20	19	11	15¼	14½	14½	-½
Wrldcm		23	49168	24⅞	23¼	23⅞	-½
Worthlnds x	0.48	22	1505	20½	20⅛	20⅞	
WPP ADR	0.16	24	328	u44¼	43½	44	+⅛
Wyman-Gdn	0.40	26	326	20⅛	19⅞	20⅛	+⅞

- X - Y - Z -

Stock	Div.	P/E	Sls 100s	High	Low	Last	Chng
Xilinx		27	15575	46⅞	44½	46⅞	+2⅞
Xircom		26	3270	16⅞	15⅞	16¼	+⅞
Xoma Corp			1468	8½	8¼	8⅞	+⅛
Yellow			2431	16½	15⅞	16⅛	+⅞
York Rsch		10	147	6	6¼	6	+⅛
ZionsUtah	1.76	18	388	127	122½	123⅝	-2⅜

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Company	Mid price	Change on day	Volume	High	Low	Company	Mid price	Change on day	Volume	High	Low
ActivCard	US$8.125		34750	8.25	8	Innogenetics	US$12.375		23300	12.625	10.5
Artwork Systems	US$10.875		48540	11.375	10.25	Mercer Internl.	US$8.875	-0.125	0	11.375	9
Dr Solomon's ADS	US$25.125	-0.125	6	28	22.75	PixTech	US$5		0	6.25	4.75
Esprit Telecom ADS	US$12.25		1000	12.5	12						

Prices for 14/3/97.

Information about EASDAQ can be found on the Web site at: HTTP://WWW.EASDAQ.be
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